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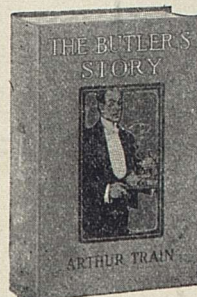


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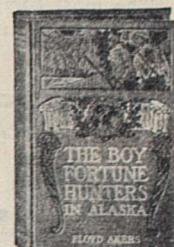
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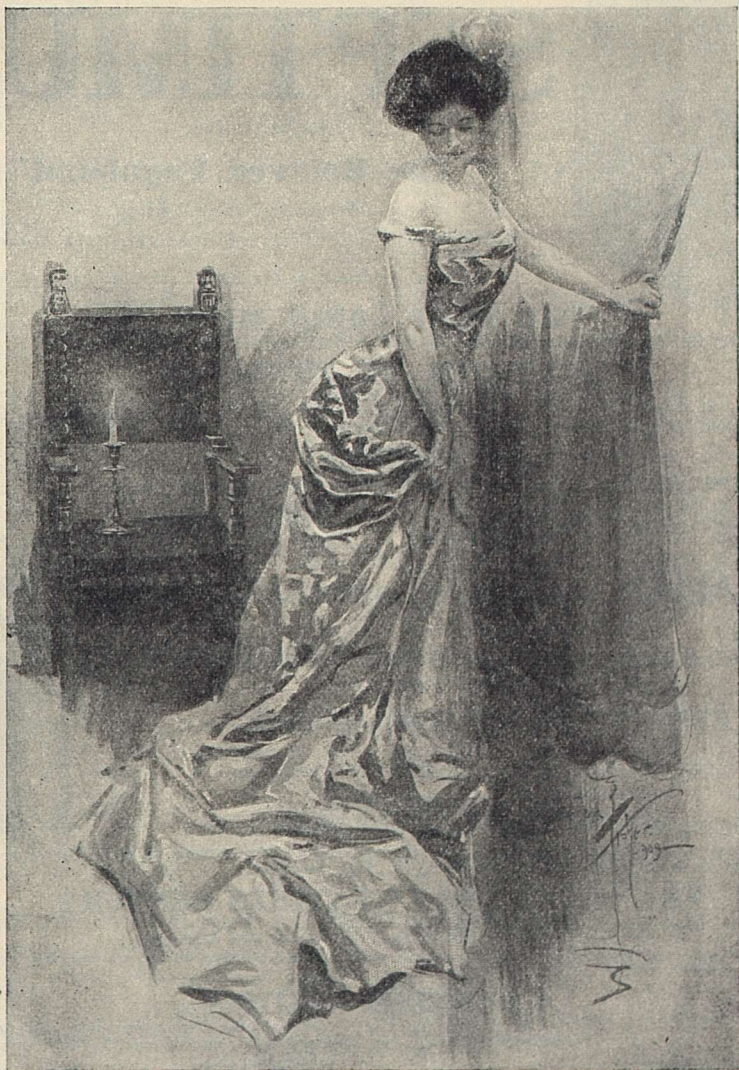
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<i>Cazenove (C. D.) & Co.</i>	960	<i>Oxford University Press</i>	969
<i>Century Co.</i>	895	<i>Page (L. C.) & Co.</i>	967
<i>Copyright Notices</i>	958	<i>Pitman (Isaac) & Sons</i>	980
<i>Crowell (Thomas Y.) & Co.</i>	894	<i>Publishing Adjuncts</i>	982, 983
<i>Dillingham (G. W.) Company</i>	902	<i>Reilly & Britton Company</i>	884, 885
<i>Dodd, Mead & Co.</i>	888, 889	<i>Revell (Fleming H.) Company</i>	910
<i>Doran (George H.) Co.</i>	904	<i>Saalfeld Publishing Co.</i>	984, 985
<i>Doubleday, Page & Co.</i>	899, 900	<i>Scribner's (Charles) Sons</i>	882
<i>Estes (Dana) & Co.</i>	883	<i>Situations Wanted</i>	958
<i>Excelsior Publishing House</i>	980	<i>Small, Maynard & Co.</i>	907
<i>Funk & Wagnalls Company</i>	968	<i>Special Notices</i>	960
<i>Grosset & Dunlap</i>	977	<i>Steiger (E.) & Co.</i>	981
<i>Hayes Lithographic Company</i>	903	<i>Tapley (J. F.) Company</i>	980
<i>Help Wanted</i>	958	<i>Van Nostrand (D.) Company</i>	964, 965
<i>Holman (A. J.) & Co.</i>	979	<i>Watt (J. W.) & Co.</i>	897
<i>Holt (Henry) & Co.</i>	909	<i>Winston (J. C.) Co.</i>	886, 887

WEEKLY RECORD OF NEW PUBLICATIONS.

☞ The prices of net books issued by publishers who protect the prices of their new publications are preceded in this list by the double asterisk **, and the word *net* follows the price. Works of fiction (not net) of which a minimum price is protected by their publishers, are preceded by a dagger †. The prices of net books not protected are preceded by a single asterisk *, and the word *net* follows the price. ☞

The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Books of foreign origin of which the edition (annotated, illustrated, etc.) is entered as copyright, are marked c. ed.; translations, c. tr.; n. p., in place of price, indicates that the publisher makes no price, either net or retail, and quotes prices to the trade only upon application.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. 48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow books of these heights.

Bartlett, F: Orin. The web of the Golden Spider; il. by Harrison Fisher and C: M. Relyea. Bost., Small, Maynard & Co., 1909. c. 8+354 p. D. cl., *\$1.50.

A penniless young man meets a penniless young woman wandering through the streets of Boston. To escape policemen they break into an empty house. In the night a mysterious man arrives, who later proves to be the girl's father. The girl is hypnotized and sees visions, which are followed and lead to untold riches in the wilds of Africa.

Beaumont, Francis, and Fletcher, J: The works of Francis Beaumont and John Fletcher; the text ed. by A. R. Waller. In 10 v. v. 6, The queen of Corinth, Bonduca, and other plays. [N. Y., Putnam,] 1908, [1909.] D. (Cambridge English classics.) cl., *\$1.50 net.

Bell, J: Joy. Whither thou goest: a romance of the Clyde. N. Y. and Chic., Revell, [1909.] c. '08. 364 p. D. cl., \$1.50.

By the author of "Wee Macgregor," "Thou fool," etc. A girl of twenty-eight inherits a fortune bringing in £9000 a year. A man deeply in debt and supporting his mother and sisters and running his father's neglected business determines to marry the heiress. She has a most original spinster companion. She loves the fortune hunter; many misunderstandings make a plot of interest. All goes well at last for the unselfish girl, who truly goes about doing good to all, and loves her first lover to the end.

Bowker, R: Rogers, ed. State publications: a provisional list of the official publications of the several states of the United States, from their organization; comp. under the editorial direction of R: R. Bowker. In 4 pts. pt. 4, Southern states—Delaware, Maryland, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Tennessee, Kentucky, Arkansas, Louisiana, Texas. N. Y., Office of The Publishers' Weekly, 1908, [1909.] c. 607+1031 p. O. pap., \$10, for complete work.

Brennan, G: H. Bill Truetell: a story of theatrical life; with frontispiece in color and 23 drawings in the text by Ja. Montgomery Flagg. Chic., A. C. McClurg & Co., 1909. c. 10+11-282 p. O. cl., \$1.50.

Bill Truetell is an old-school manager, still sanguine after twenty years of worry and failure. The first part of the story deals with the mischances that befell the "Gay Gothamites" on the tour in which they recruited a chorus of unpaid hotel proprietors. The latter part of the book concerns the manager's adventures with Rupert Steelsen, an unappreciated Shakespearean and a character of uncommon reality. "The little Van Balken," who becomes Truetell's good angel, is also the heroine of an appealing romance.

Buddha. Sayings of Buddha; the Iti Vuttaka: a Pali work of the Buddhist Canon; tr. with introd. and notes by Justin Hartly Moore. N. Y., Macmillan, 1909. 13+142 p. 8°, (Columbia University Indo-Iranian ser.) cl., **\$1.50 net.

In this work the Logia or Sayings of Buddha are for the first time translated into English and made generally accessible. The gaps to be filled in translating the sacred books of the canon of Buddha are wide and many, and this translation of the Iti Vuttaka is therefore doubly welcome as filling one of these gaps and adding to Occidental knowledge of the great Oriental teacher.

Caine, T: H: Hall. My story. N. Y., Appleton, 1909. c. '08. 9+402 p. pls. pors. facsim., O. cl., **\$2 net.

Appeared in *Appleton's Magazine*. Tells of the friendships enjoyed with Dante Gabriel Rossetti, Carlyle, Tennyson, Morris, Swinburne, etc. Caine lived with Rossetti for years and describes the artist-poet's last suffering minutely. The later chapters bring Caine's wonderfully successful career to the present date.

Carnegie Foundation for the Advancement of Teaching. Third annual report of the president and treasurer. [N. Y., Carnegie Foundation for the Advancement of Teaching,] 1908, [1909.] 6+211 p. Q. pap., gratis.

Carnegie Library, Pittsburgh. Catalogue of books in the children's department. Pittsburgh, Pa., Carnegie Library, 1909. 604 p. O. pap., 75 c.

About 25,000 books are catalogued, the joint work of the Catalogue department and Children's department of the Library. The selection is made by Children's department, but bibliographical editing was done under the direction of the chief of the Catalogue department. The books on scientific and technical subjects were revised by specialists in these lines. Catalogue is in three alphabets, authors, subjects, titles. Annotations are intended for the children.

Chadwick, W. E.: D.D. Social work. N. Y., Longmans, Green & Co., 1909. 8+9-128 p. D. (Anglican Church handbooks; ed. by W. H. Griffith Thomas, D.D.) cl., *40 c. net.

The *Anglican Church handbooks* present in a cheap, readable form a trustworthy account of the most important aspects of the history, faith, worship and work of the church.

D'Arcy, Bp. C: F: Christianity and the supernatural. N. Y., Longmans, Green & Co., 1909. 7+9-127 p. D. (Anglican Church handbooks; ed. by W. H. Griffith Thomas, D.D.) cl., *40 c. net.

Davidson, J., and Gray, Alexander. The Scottish staple at Veere: a study in the economic history of Scotland. N. Y., Long-

mans, Green & Co., 1909. 12+453 p. pls. O. cl., \$4.50 net.

The late Professor J. Davidson was sometime professor of political economy in the University of New Brunswick. In this book an attempt has been made to give some account of the trading relations between Scotland and the Low Countries. The Scottish towns from an early date entered into agreements with a certain town in the Low Countries, whereby all staple goods (that is goods paying custom to the king) should be taken to that town and nowhere else. Bibliography of the Scottish staple (2 p.). Index.

Dhalla, Maneckji Nusservanji. The Nyaishes or Zoroastrian litanies; Avestan text with the Pahlavi, Sanskrit, Persian and Gujarati versions; ed. together and tr., with notes; Khordah Avesta, pt. 1. N. Y., Macmillan, 1909. 22+235 p. 8°. (Columbia University Indo-Iranian ser.) cl., \$2 net.

Presents four different versions of the Nyaishes or Zoroastrian litanies, the Parsi collection of five short prayers or ascriptions of praise addressed to the sun, moon, water and fire, and to the angels Khurshid, Mihr, Mah, Ardivisor and Atash, who preside over these elements. These litanies consist of invocations, supplications, deprecations and obsecrations employed in daily use by laymen as well as by priests, and form an important part of the Khordah Avesta or Lesser Avesta. In this work the several texts are given in transliteration on one side, and on the opposite page is the editor's translation of each into English. Bibliography.

Dudley, Gertrude, and Kellor, Frances Alice. Athletic games in the education of women. N. Y., Henry Holt & Co., 1909. c. 7+268 p. D. cl., \$1.25 net.

Gertrude Dudley is director of the Women's department of physical education in the University of Chicago; Frances A. Kellor is author of "Experimental sociology," "Out of work," etc. This book carefully studies conditions in various institutions, including high schools, private schools, colleges, settlements, Young Women's Christian Association, playgrounds, schools of physical training, etc. Among numerous other topics, it considers the requirements of instructors, inter-scholastic public contests, use of men's games by women, moral and æsthetic features of games, miscellaneous audiences, managers, captains and officials, parents' responsibility, needs of working girls, indoor baseball, basket ball and hockey. The subject is considered from the point of view of the use of athletics as a means of social education and training for citizenship, and as a part of general education.

Finch, Francis Miles. The blue and the gray, and other verse; with preliminary word by Andrew D. White and a portrait of the author. N. Y., Henry Holt & Co., 1909. c. 12+148 p. D. cl., \$1.30 net.

The first selection published in book form of the poems of the author of the famous verses "The blue and the gray," who died in 1907. They were originally given to the reading world through the medium of magazines and newspapers, many of them becoming deservedly popular, notably "Gettysburg," "Nathan Hale" and the Yale "Smoking song." A number of his songs were sung by the Yale students, of which college he was a graduate.

Frenilly, François Auguste de. Recollections of Baron de Frénilly, peer of France, (1768-1828;) ed., with an introd. and notes, by Arthur Chuquet; tr. from the French by Frederic Lees; with a portrait. N. Y., Putnam, 1909. 20+382 p. O. cl., \$3 net.

The author of these "Recollections" was born of the *ancien régime*. He started life by becoming an advocate. After living two years at Poitiers he moved to Paris. He detested the Revolution at its outset, not only because it deprived him of his position and patrimony, but because he was distinctly an aristocrat. He watched politics with care during the empire and the fall of Napoleon, becoming eventually, on the restoration of the Bourbons, the deputy of Savénay.

Fry, W: H: New Hampshire as a Royal Province. N. Y., Longmans, Green & Co., 1908, [1909.] c. 526 p. O. (Studies in history, economics and public law; ed. by the Faculty of Political Science, Columbia University.) pap., \$3.

Author was sometime Schiff Fellow in political science. Bibliographical footnotes.

Glyn, Margaret H. Analysis of the evolution of musical form. N. Y., Longmans, Green & Co., 1909. 27+331 p. O. cl., \$3.50 net.

The general drift of this theory of music has already been indicated in the author's "The rhythmic conception of music." The object of the present volume may be briefly stated to be the application of the evolutionary principle to practical music, the essential motive power of which is to be found in rhythm. By this means it is possible to produce an analysis which, as promised in the former volume, "shall weld all the various parts of musical education into one consistent and logical whole." Glossary. Index.

Haering, Theodor v. Ethics of Christian life; tr. from the 2d German ed. by Ja. S. Hill; with introd. by Rev. W. D. Morrison. N. Y., Putnam, 1909. 16+479 p. 8°, (Theological translation lib.) cl., \$3 net.

Hazelton, G: C., jr. The raven: the love story of Edgar Allan Poe, ('twixt fact and fancy.) N. Y., Appleton, 1909. c. 6+348 p. D. cl., \$1.50.

A romance in the love story of Edgar Allan Poe, by the author of "Mistress Nell." The love of Poe for Virginia Clemm, whom he married, the denunciation of his stepfather and patron, John Allan, the struggle with poverty in the historic Fordham Cottage, the death of his wife, Poe's tragic end are all worked into the plot. There are frequent allusions to "The raven," the poem in which Poe embodied the dark shadow of his life.

Krans, Horatio Sheafe, ed. The Lincoln tribute book: appreciations by statesmen, men of letters, and poets at home and abroad; together with a Lincoln centenary medal from the second design made for the occasion by Roiné. N. Y., Putnam, 1909. c. 9+146 p. pls. S. cl., \$1.75 net.

This little book is an outgrowth of "The Lincoln Centennial Medal." That work, published in three limited editions and at a high price, was a souvenir out of the reach of the majority. The present volume includes a full-face Lincoln medal from the second design by the distinguished French artist, Jules Edouard Roiné, who made the Lincoln centennial medal, and is offered as a fitting souvenir at a moderate price of the centenary of Lincoln. It also brings together from widely scattered sources the finest tributes given to Lincoln by statesmen, men of letters, and poets at home and abroad.

Lang, Andrew. Sir George Mackenzie, king's advocate, of Rosehaugh: his life and times, 1636 (?) - 1691; with 4 illustrations. N. Y., Longmans, Green & Co., 1909. 11+347 p. por. O. cl., \$4.20 net.

Sir George Mackenzie was king's advocate during the reign of Charles II. His severity towards the Covenanters earned him the name of "Bluidy Mackenzie." Mr. Lang makes the much-execrated subject of his book a more lovable and human character than tradition has painted him. Many unpublished political letters of Mackenzie have been consulted, and an account is given of his novel, "Aretina," his poems, and his historical, political, religious and legal writings. Mackenzie was the first, and perhaps the last, Jacobite Socialist. Index.

Lees, Rev. G: Robinson. The witness of the wilderness, the Bedawin of the desert: their origin, history, home life, strife, religion, and superstitions in their relation to the Bible; with 28 il. from photographs. N. Y.,

Longmans, Green & Co., 1909. 12+222 p. D. cl., \$1.25.

Written by the Vicar of St. Andrew's, Lambeth, and author of "Village life in Palestine" and "Life and adventure beyond Jordan," etc.

Lyon, Marcus Ward, and Osgood, Wilfred Hudson. Catalogue of the type-specimens of mammals in the United States National Museum; including the Biological Survey collection. Wash., D. C., U. S., Office of the Superintendent of Documents, 1909 9+325 p. O. pap. (Add. Superintendent for price.)

Mason, Ruth Little. The trailers: a novel. N. Y. and Chic., Revell, [1909.] c. 365 p. D. cl., **\$1.20 net.

The author is the daughter of Mrs. Caroline Atwater Mason. The daughter of a successful silk merchant and his ambitious society leading wife, meets John Reeve on the Atlantic voyage. He interests her in the work among the Italian Waldenses, to which he has devoted his life. Their object seems to be to promote the real love of God and pure religion regardless of Catholicism or Protestantism. The plot is clever and the characters show originality and many of them contagious humor.

Poe, Edgar Allan. The last letters of Edgar Allan Poe to Sarah Helen Whitman; ed. by Ja. A. Harrison; in commemoration of the hundredth anniversary of Poe's birth, Jan. 19, 1909; published under the auspices of the University of Virginia. N. Y., Putnam, 1909. c. 8+50 p. Q. cl., **\$2.50 net.

This correspondence is given for the first time in its entirety from the original mss., without change or alteration of any kind. Poe's contract of marriage with Mrs. Whitman is here given in a book for the first time. Its existence has often been doubted. A portrait of Mrs. Whitman and one of Poe are also shown.

Roget, P: Mark, M.D. Thesaurus of English words and phrases; classified and arranged so as to facilitate the expression of ideas and assist in literary composition; enl. and improved, partly from the author's notes, and with a full index by J. Lewis Roget. N. Y., Longmans, Green & Co., 1908, [1909.] 44+670 p. O. cl., *\$1.60 net.

First edition published in 1852. Author died in 1869 while preparing an enlarged edition and the work was completed by his son in 1879. This is a new impression.

Saunders, Florence Wenderoth. Letters to a business girl; by Florence Wenderoth Saunders, a woman in the world of business: the personal letters of a business woman to her daughter, replete with practical information regarding the perplexing problems of a girl stenographer; how to win success and avoid the pitfalls of a large city; advice and instructions by one who knows the inside facts of business and office routine and the relation of the employer to employee; il. with 27 special descriptive line drawings. Chic., Laird & Lee, [1909.] 269 p. D. pap., 25 c.

Steel, Mrs. Flora Annie Webster. A prince of dreamers. N. Y., Doubleday, Page & Co., 1909. c. '08. 11+348 p. D. cl., †\$1.25.

Akbar, Emperor of India, the "prince of dreamers," was a contemporary of Queen Elizabeth, with an intellect centuries in advance of his time and a character rich in beautiful traits. To his court came three Englishmen, hoping to establish future business relations. One is a diamond cutter, and a stone is entrusted to him supposed to be the one now known as the Koh-i-noor. Its loss and subsequent adventures

are thrilling. A great deal of the story is historical and the characters real. It is full of Oriental color and movement, and has a strong element of romance, in which love and tragedy unite. The author has written "On the face of the waters" and other novels of India.

Stephen, Sir Leslie, and Lee, Sidney Lazarus, eds. Dictionary of national biography. New ed. in 22 v. v. 12, Llwyd-Mason. N. Y., Macmillan, 1909. 6+1327 p. 8°, cl., *\$4.25 net. (Sold in sets only.)

Sterling, G. A wine of wizardry, and other poems. San Francisco, A. M. Robertson, 1909. c. '08. 137 p. D. cl., *\$1.25 net.

Sternberg, C. H. The life of a fossil hunter; with an introd. by H: Fairfield Osborn. N. Y., Henry Holt & Co., 1909. c. 13+286 p. pls. por. facsim., O. (American nature ser.; group iv, Working with nature.) cl., **\$1.60 net.

The autobiography of one of the oldest and best-known explorers in his field. Dr. Sternberg not only has furnished many of the finest specimens from Kansas, Texas, Oregon, and other places to the museums of America and Europe, but has had many lively adventures with Indians, buffaloes, etc. His discoveries have formed distinct contributions to science, to the advance of paleontology, and to our knowledge of the wonderful ancient life of North America. The book contains more humor than its title indicates.

Talbot, E: Stuart. The fulness of Christ: three sermons preached before the University of Oxford, and other papers. N. Y., Macmillan, 1909. 13+73 p. 16°, cl., *50 c. net.

The five discourses brought together in this volume have a unity of topic. The author says: "They were written, and now published, because the topic seemed to me one of vital importance in the times in which we live. . . . I believe that no time has had an equal opportunity with ours of seeing the need and the truth of the Christian gospel of Incarnation and Atonement, and of recognizing that it alone can make claim, by intrinsic content, to be the religion of the world. If this be true it evidently becomes the duty of Christian teachers to make the central and comprehensive nature of what they believe, of Him in whom they believe, plain and palpable to men. The chapters of this book are slight and fragmentary attempts in this direction."

Van Buren, Sara. Good-living; a practical cookery-book for town and country. 3d ed., with additional material. N. Y., Putnam, [1909.] c. 12+643 p. 8°, cl., \$2.50.

Whiteing, R: Little people. N. Y., Cassell, 1909. 295 p. por. O. cl., *\$1.50 net.

By "Little people" the author of "No. 5 John St." means "the quiet folk of life, those who just want to keep themselves and who have no relish for the coarser excitements of life." Some of the subjects of the twenty-five papers are: Childhood; A little elbow room; Big books for little people; Failures; An old stupid; Our betters; Little people in politics; Little people in love; Little rich relations; In love and war; A little rest cure; New openings; The changelings; Little great people; Little people in revolt; A little saint.

Williams, Leonard. The vest-pocket guide to Paris. [N. Y., Doubleday, Page & Co., 1909.] 15+245 p. maps, plans, Ff. leath., *50 c. net.

The specialties of this Liliputian book are brevity and portability, combined with common sense. Everything worth seeing or knowing in Paris is succinctly noticed—old or recent buildings, secular or sacred architecture, art-collections, restaurants, public libraries, the busy streets of Paris, with the sylvan scenery of her surroundings—in a very practical and up-to-date manner. The prefatory sections are arranged conveniently for tourists of all classes, offering special information. The little book may easily be carried in the vest pocket.

The Publishers' Weekly.

FOUNDED BY F. LEYPOLDT.

FEBRUARY 27, 1909.

The editor does not hold himself responsible for the views expressed in contributed articles or communications.

All matter for advertising pages should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

Publishers are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, as it is of the utmost importance that the entries of books be made as promptly and as perfectly as possible. In many cases booksellers and librarians depend on the PUBLISHERS' WEEKLY solely for their information. The Record of New Publications of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE COMMERCIAL TRAVELLER.

"When I was at home I was in a better place; but travellers must be content."—*As You Like It*. Ac. 2, Sc. 4.

We often wonder how many, if any, retail dealers appreciate the blessings of the modern institution through which the markets of the world are placed at their doors, or, at least, within easy reach—namely, the commercial traveller. "Once upon a time," and that not such a very long time ago, the retail merchant who would be in the lead in his line was obliged, at the expense of much time and money, and always at the risk of enduring many hardships and inconveniences, to seek out the markets himself, twice a year, in the spring and fall. If he lived at some distance from the larger cities he oftener than not was obliged to content himself with a visit once in every two years.

Sixty or seventy years ago, in some cases even so late as forty years ago, communication with the book marts—Philadelphia, Boston and New York—was by stage coach, sail boat and the canal "packets," and the more or less uncertain and distressingly dirty and inconvenient as well as expensive steamboats

and railroads. In but few cases was the communication direct by any of these means of transportation, the route being often by stage coach, canal, sailboat and railroad in succession. To form an idea of the insufficient railroad accommodation at a comparatively recent period one need only remember that in 1860 the railway mileage of the United States formed a grand total of 30,000 miles. Last year the railway statistics showed a total of nearly 230,000 miles. Naturally, a population of a trifle more than thirty-one millions did not justify such large facilities for travelling as does a population of upwards of seventy-seven millions; yet, when one considers that forty years ago the railway system of the United States was still in its infancy and that it lacked cohesion and proper connections, it will need no further argument to prove that, making allowance for all improvements over former primitive conditions, communication between the large cities and outlying points up to 1860 was anything but satisfactory.

From about 1840 to nearly 1860 the passenger who sought a more rapid means of transportation than the swift river steamers cleaving the waters at the rate of from five to seven miles an hour, selected a railway train that ran at double that speed when it wasn't blocked by one of the many accidents to which railroads were liable in those days. He was obliged to sit on a hard bench in a box with low ceilings and without ventilation. When the weather was cold the stoves at either end of the cars had no effect on the temperature at the middle seats, and always the stoves added an element of danger in case of collision. This dangerous and insufficient form of heating was not abolished until after the accident in January, 1882, on the Hudson River Railroad, near New York City, in which Senator Wagner, who originated the Wagner system of sleeping cars, was one of those who were burned to death by the fire caused by one of these stoves. As spark arresters were not yet thought of, the cars were always liberally filled with cinders. Lighting was by means of tallow candles, which contributed more to the odor than to the illumination of the cars, and the roughness of the track and jolting of the train made conversation impossible. The flat rails used at first were the cause of numerous accidents. The ends of the rails were cut at an angle to form lap joints, and the pointed ends were occasionally caught by the wheels

and driven through the car floor, impaling the passengers who might happen to sit directly over them. And this occurred frequently enough to deserve a mention in this connection. Through tickets were unknown, and at the end of each short, independent railway run, into which the long routes were at first divided, the passenger was obliged to purchase a new ticket, change cars and transfer his own baggage. These conditions prevailed generally on American railways until about 1860, after which improvements were gradually, very gradually at that, introduced that added increasingly to the comfort of the passenger who may now, if he cares to incur the expense, live as luxuriously on a railway train as he does at home.

If the traveller balked at the hardships of travel by rail, there was the choice of other and more refined, because uncertain, hardships of travel by stage coach and by the water routes, or by his own conveyance. But these we will leave to the imagination of the reader. Suffice it to say that to come into touch with the novelties in his line the merchant who lived any distance from the source of supplies was obliged to undergo much personal discomfort and to pay heavily for it besides.

Moved by the bitter complaints and protestations of their customers against the difficulties under which they were obliged to lay in their supplies of stock, and by the growing infrequency of the visits of many of their larger clients, the more wealthy and important of the manufacturers, and, subsequently, of the publishers, began to meet their customers, at first halfway, then gradually extending their field until it covered the whole country, and now includes even the more populated parts of Canada. These advance agents of commerce were obliged to undergo every hardship against the endurance of which their customers had protested so bitterly. And inasmuch as the early commercial traveller was obliged to cover a larger territory and often go over little known and scarcely travelled roads his lot was anything but an enviable one. The only compensation he enjoyed was the hearty and cordial welcome he received wherever he went. Not only among his customers was he hailed as a welcome guest, but every one in whatever town or settlement he happened to alight considered it a privilege to have a word with the stranger and to "put 'em up" early and often. At the hostelry, naturally, he was the idol of the whole institution, from scullion up to the

"star boarder." Is it any wonder, then, that the early drummer became a "show" in himself that eclipsed the circus, a dog fight or any other attraction wherever he went! And yet, when he applied himself to business he was as hard a fighter for orders as he was a spreader of solid information on his own lines and of the outside world and a dispenser of optimism and sunshine all around. Though the early drummer was largely "spread-eagle" in his oratory, he was nevertheless honest in his conviction that his country was "on top of the earth," that it grew every second, and that it would always offer larger opportunities for men to grow in than any other country on earth would ever be able to offer. And for the spread of these sentiments, bombastically as they may have been uttered, as well as for his persistence in enduring hardships to spread the growth of commerce throughout our country, no small measure of gratitude is due to the old-time drummer.

That improved conditions of travel and intercommunication should in some measure have ameliorated the lot of the commercial traveller of to-day does not relieve the modern buyer altogether of his obligation to the institution of which the agent of the publisher is the visible representative. At great expense to his firm and often at no inconsiderable personal discomfort the commercial traveller promptly and patiently toils the greater part of the year, crossing and recrossing the length and breadth of the country in order that the bookseller may have early information of the latest and the forthcoming books of the season and of the year. And that there should be some buyers here and there in this country who, either because of temperament or through thoughtlessness, treat these ambassadors of commerce with scant courtesy or interfere with their business engagements or their plan of travel is an offense that cannot be too severely reprimanded, especially as in most cases the representative of the publisher is helpless in meting out deserved punishment. Fortunately, such cases are becoming rarer year by year; but if any one for whatsoever reason means to resent any fancied grievance against a certain firm by neglecting their travelling representative, let him consider what his lot would be if every manufacturer and publisher were to call in every one of his travellers! How would he like to do his own marketing and shopping even by way of the Pullman car! Not much, we guess.

NOTES ON THE TRAVELLERS' LINES.

In this section it is intended principally to give the trade information of the territory covered by the travellers of whom we were able to collect data and a brief description of the lines carried by them. These descriptions have generally been confined to the so-called "competitive" lines, the cheaper series, "rebinds," "juvenile series" and novelties, though in some cases notice has been given of other books which their publishers intend to push specially. In cases where no mention is found of the lines carried by the travellers mentioned the information was not forthcoming from the publishers.

HENRY ALTEMUS COMPANY have a new story by George Randolph Chester, author of "Get-Rich-Quick Wallingford," entitled "Bobby Brunt: a Record of the Adventures of a Live American Young Man, Who Succeeded Because He Failed." The great strength of the house lies in its superb lines for young people. Among their better-known series, to mention but a few, are *Boys' and Girls' Booklovers Series*, *Illustrated Magic Wand Series*, with new copyrighted stories by Tudor Jenks; the *Illustrated Fairy Tales Series*, *Beautiful Stories from the Old and New Testaments*, *Illustrated Golden Days Series*, the *Cherrycroft Series*, the *Illustrated Rose-Carnation Series*, the *Children of the Bible* and *Beautiful Stories*, two series of stories from the Bible; also, the *Young People's Library*, which now includes upwards of sixty stories admirably selected. For smaller readers they have half-a-dozen or more series, all handsomely gotten up. Also among their ever-popular sellers is their fine set of Shakespeare, in 39 volumes, known as the *Handy Volume* edition.

Travellers: L. G. Nourse, C. B. Nourse, A. M. Macmillan.

THE AMERICAN BAPTIST PUBLICATION SOCIETY, (Griffith & Rowland Press,) has recently brought out the third volume of Professor E. J. Houston's series of books for young people, "In Captivity in the Pacific." This series will be concluded by volume four, "At School on a Cannibal Island," which will be issued shortly. The same author has furnished the Society the manuscript of volume 1 of a "Young People's Encyclopedia," which will be issued next summer. This will be followed by several other volumes. Volume 1 will treat of Natural Objects; volume 2 of mineralogy; volume 3 of Electricity, etc. The Society will also shortly issue the third volume of Dr. A. H. Strong's "Theology" and "The Christian State," a volume of unusual importance and merit by Rev. S. Z. Batten. Various novelties have been added to the Sunday School Supply Department, notably "A Trip to Palestine," a competitive scheme for enlarging attendance. It also offers a cheap edition of Spurgeon's "Treasury of David." The Society has recently suffered a great loss in the resignation of its business manager, Charles M. Roe. Its business affairs will for the present be in the hands of the secretary, A. J. Rowland.

Travellers: The American Baptist Publication Society is represented by their agents in Boston, Chicago, St. Louis, Atlanta and Dallas, also, by George W. Jacobs & Co. Travellers both from the parent house and the five branches will be put on the field. H. V.

Meyer has been placed in charge of its Boston house in place of George H. Springer, deceased.

THE AMERICAN NEWS COMPANY call attention to their strong line of popular copyright novels, issued in a special edition, bound in cloth, to retail at 25 c. There are about thirty titles by such authors as James Lane Allen, Amelia E. Barr, Gertrude F. Atherton, F. Marion Crawford, Anna Catherine Green, Marie Corelli, Henry Harland, Charles G. D. Roberts, S. R. Crockett and others equally well known.

ANDERSON & STONER, publishers of beautiful juveniles, announce striking additions to their line for this season. The trade will recall the limp cloth books and doubtless be even more interested in the new offerings. A handsome large quarto juvenile, entitled "Woof Shepherd Dog," is worthy of special mention. It is a remarkable narrative of a dog whose traits will appeal to the hearts of all boys and girls that love to roam through the enchanting precincts of a farm. In the *Complete Household Library* there are two new titles—"Kitchen Kalendar" and "Dining Room Directory." These unique little volumes contain information that is of daily value to every woman.

Travellers: William M. Stitt, Jr., is special representative. The line will also be shown to the trade by the following travellers: Clarence A. Caldwell, (Pacific Coast;) S. W. Anderson, (South;) E. D. Parker, (Middle West.)

D. APPLETON & Co. have on their spring list "The Fashionable Adventures of Josiah Craig," by David Graham Phillips, which grows apace in popularity; Hall Caine's "My Story," his interesting autobiography, which includes an exhaustive biographical sketch of Dante Gabriel Rossetti and his literary associates and friends during the latter years of his life; "The Raven," a novel by George Hazeltine, of which the hero is Edgar Allan Poe; and "The Special Messenger," by Robert W. Chambers, telling the story of a woman spy in the war between the States. In April will come "A Year Out of Life," by Mary E. Waller, author of that most appreciated story "The Wood Carver of Lympos."

Travellers: Represented by Emil Heikel in Boston, Philadelphia, Pittsburg, the large cities in the Middle West and on the Pacific Coast, and by Harry B. Dunlap in the East, South and the smaller cities of the Middle West.

THE BAKER & TAYLOR Co.'s list of books for 1909, while comparatively few in number,



L. W. ADAMS

Representing Lothrop, Lee & Shepard.

is of such a standard of excellence as will justify the house in receiving a good business from the trade. It is evident that a good deal of thought and care has been given to the mechanical side of the books, and care in the selection of the books entitles the list to a respectful attention, even though the appeal is not a spectacular one. In fiction they offer "Open House," by Juliet Wilbor Tompkins; "Banzai," by Parabellum, the great war novel; "The Explorer," by William Somerset Maugham, author of "Lady Frederick;" and "The Wistful Year," by Roy Rolfe Gilson, and probably new novels by Sarah P. McLean Greene and Mabel Barnes-Grundy. Their 1909 art books, in which their list is particularly strong, include "Medieval Architecture," by Arthur Kingsley Porter, described as being one of the finest examples of an art book yet made in this country; the second volume of the History of Architecture," by Russell Sturgis, whose recent death will give this work prominence; a new and enlarged edition, with colored illustrations, of Arthur W. Dow's "Composition;" and a popular and highly attractive gift book entitled "Longfellow's Country," by Helen A. Clarke, author of "Browning's Italy." This lady will also edit "Myths and Legends in the English Poets," uniform with "Browning's Italy" and "Browning's England." To their highly successful *Child's Guide* series they will add several new and important titles: "A Child's Guide to American History," by Henry W. Elson; "A Child's Guide to Reading," by John Albert Macy; "A Child's Guide to Music," by Daniel Gregory Mason, and probably "A Child's Guide to Cooking and Economics;" and "A Child's Guide to Biography." The well-known *Appreciation Series* will be re-

vised and reissued in six 12mo volumes, and Clarence F. Birdseye will issue an important book entitled "The Reorganization of Our Colleges."

Travellers: August Gehrs will cover the entire territory in the interest of the publishing department, with the exception of Boston, which will be visited in the interests of the house by E. Byrne Hackett.

A. S. BARNES & Co. are showing the sixth volume of the *Interpreter's Commentary on the New Testament*, devoted to "The Epistles to the Corinthians and Galatians," by John E. McFadyen, of Knox University, Toronto; and in the same series the new edition of volumes 3 and 4 devoted to Dr. Lyman Abbott's studies of "The Acts" and "The Epistle to the Romans." Also sure to sell are "Plays and Games for Indoors and Out," by Belle Ragman Parsons; "Teaching to Read," by James L. Hughes, inspector of schools, Toronto; "Folk Dances for Boys and Men," by C. Ward Crampton, director of physical training, New York City; a new edition of "The Assembly Song Book," by Frank R. Rix, supervisor of music, New York City public schools; "Responsive Readings for Schools," by Charles H. Cooper, president State Normal School; and "Spool Knitting in the Primary School," by Mary A. McCormack.

Traveller: J. B. Pratt.

BENZIGER BROTHERS have just ready "The Son of Siro," a story of Lazarus, by Rev. J. E. Copus, which includes a very remarkable description of the crucifixion; "Forgive and Forget," by Ernst Lingen, a wholesome love story of a girl so fascinating that three men love her, and the resulting tangles and heartburnings make an engrossing story. Also very readable is "The New Scholar at St. Anne's," by Marion J. Brunowe, intended for young people.

BERGER PUBLISHING COMPANY, Buffalo, N. Y., will show the full line of their *Art Presentation Booklets*, season 1909-1910, and would call especial attention to the artistic and elegant cover designs in full colors and gold, and to the handsome padded effect full binding, covering 48 titles; the *Juvenile Art Color Line*, profusely illustrated with full-page plates, lithographed in full colors and numerous white and black drawings, covering 24 titles, embracing complete editions, including "Peter Rabbit," all the nursery favorites and new copyright stories, handsome cloth effect binding, stiff boards, inlay pictures in full colors, gold lettering, etc.; and to *Golden Novelty Postal Cards*, (two-leaf folders,) full-page plates in full colors—choice extracts from the great writers in illuminated fancy script, covering 60 titles. Brewer, Barse & Co., Chicago, are sole selling agents for the United States and Canada.

Travellers: W. J. Barse, H. A. Hedding, Jr.

THE BOBBS-MERRILL COMPANY will provide four notable works of fiction of diverse character and various appeal. "The Man in Lower Ten" is the striking title of a new ro-

mance by Mary Roberts Rinehart, whose "Circular Staircase" was one of the slashing big successes of 1908. In even more alluring proportions than "The Circular Staircase," "The Man in Lower Ten" illustrates the remarkable dual quality of Mrs. Rinehart's work, combining intense mystery and bubbling humor—qualities heretofore supposed as difficult to mix as oil and water. The book is illustrated in color by Howard Chandler Christy. Lloyd Osbourne, the versatile collaborator of Stevenson, appears in an altogether new guise in "Infatuation." He tells, with great simplicity, the story of a young girl of charm, refinement and wealth who falls desperately in love with a man of common clay. By her "genius for loving" she makes a real man of him. Ellery H. Clark is known as an athlete and a writer of short stories. His first novel, "Loaded Dice," is a distinct achievement. It is full of exciting scenes—a horse race, a fight, a day of panic on the stock exchange, a strenuous political campaign, but more exciting still is the moral climax that breaks upon the reader with great dramatic effect. F. G. Coates, who helped to make "A Book of Sweethearts" beautiful, supplies pictures at once bold and graceful. And, finally, there is a volume of delicious and unmistakable humor from the pen of Henry Wallace Phillips, dipped in gentle smiles and loud laughter. It bears the catchy title "Trolley Folly," and contains pictures in color by such well-known artists as F. R. Gruger, the Kinneys and Martin Justice.

BRENTANO'S have a new and remarkable detective story called "The Perfume of the Lady in Black," by Gaston Leroux, author of that very popular story, "The Mystery of the Yellow Room." It has the same hero, Joseph Rouletabille, the young reporter whose powers of reasoning bring to light the most remarkable mystery known to the annals of modern fiction. The writer knows how to thrill his readers and how to awaken their eager and excited interest.

Travellers: Laurens Maynard will cover all the principal cities of the United States and Canada, except in the southeast of Louisville; going from Chicago to the Pacific Coast via New Orleans and Texas, and returning from British Columbia via Winnipeg and the northwestern and lake cities of the United States to Toronto and Montreal. John E. Kearney covers the eastern, South and the smaller cities of the central and middle Atlantic States.

BREWER, BARSE & Co. this year will mark an expansion in their publishing line. So much so that from now on their own travellers will call on the trade instead of the line being shown by commission agents, as heretofore. They started in the publishing business in 1906 with one book, "Billy Whiskers' Friends," by Frances Trego Montgomery, and this year will have over fifty items on their list of publications. Each year since they started they have published a "Billy Whiskers' book," by Frances Trego Montgomery, the originator of that character and have been very successful with them. This year the new one will be

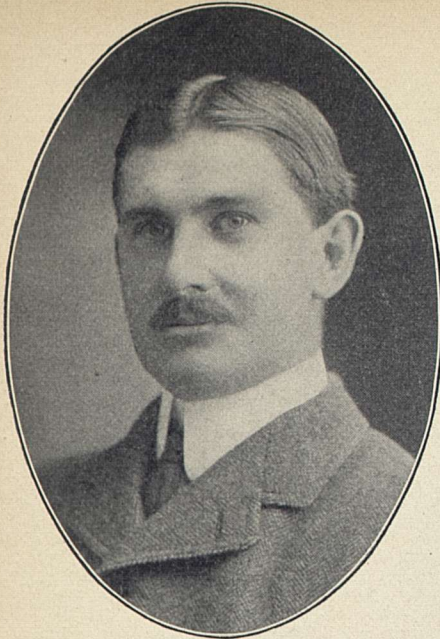


CLARENCE A. CALDWELL
Representing Dana Estes & Co.

called "Billy Whiskers' Grandchildren," on which a large sale is almost assured. They will also issue "The Wealth of Friendship," compiled under the direction of Rev. F. W. Gunsaulus; and a little humorous volume called "Tight-Wads," a collection of very humorous stories, with seventeen illustrations, by Clare A. Briggs, the famous cartoonist of the *Chicago Tribune*. "Games For All Occasions," by Mary E. Blain, will be an unusually complete book of the kind published at the low price of 50 c. net. A book sure of special popularity is "Birthday Horoscopes," by Dr. J. R. Phelps, a fine novelty for an evening's entertainment. They also have a number of other items. The firm are exclusive selling agents for the United States and Canada for the Berger Publishing Company, of Buffalo.

Travellers: W. J. Barse, H. A. Hedding, Jr.

H. M. CALDWELL Co., in view of the very flattering success with which their publications for the commencement season, were received last year, will issue this spring the *Diploma edition* of "My High School Days," and the *Senior edition* of "My Graduation," in addition to the several editions already published of these handsome books for the "sweet girl graduate." They have added for this season another memory book compiled by Helen P. Strong, entitled "School Day Memories," at the popular price of 50 c. for the cheapest edition, lithographed in many colors throughout, and composed of selections most appropriate to record the events connected with school life from the entrance into school to graduation. The *Exquisite edition* of the "Value of Friendship," "Value of Love" and "Value of Cheerfulness" is the name given to a new and appropriate binding of these pop-



JOHN J. HAMILTON
Representing Thomas Nelson & Sons.

ular books for the commencement season. They have also published new and attractive editions of the *Commencement Gift Series*, *Graduate Series*, *Dilettante Series*, *Ivy Series*, etc. Their handsome illustrated catalogue, "Books for Commencement," is now ready and will be sent on application, as well as samples of their many publications appropriate for gifts at this season. For the holiday season extensive plans have been made, and they will show many new additions to their well-known series of juveniles, popular and standard works, *Handy Volume Classics*, etc. The Caldwell lines have long been known for their original and artistic make-up, and this year they will be more fetching than ever. Their juvenile list, printed in colors from drawings by such well known artists as Bridgeman, Bonte Bruce, Robinson, etc., will be further enlarged. A new volume for 1909 of Caldwell's "Boys and Girls at Home," the first volume of which was issued last year, for gorgeousness of color and attractive features excels anything of the kind as so popular price. Their well known series—*Editha*, *Every Boy's*, *Six to Sixteen* and *Famous Books for Girls*—will be further enlarged and issued with new cover designs. Additional juvenile series will include Caldwell's *Five to Twelve Series* and Caldwell's *Fairy Library*. "My Friends" is the new volume to be ready in July, uniform with "Baby's Journal" and "Many Happy Returns of the Day;" a new baby's record book called "When I Was a Baby," will also be ready this fall. In their well known series of *Value Books* they have announced "The Value of Happiness," by Mary M. Barrows, with an introduction by Margaret E. Sangster, a work announced for publication last fall, but publication deferred

owing to the illness of Miss Barrows. To be announced later are new titles to be added to the *Great Galleries of Europe Series*, *Ariston Series*, *Renaissance* and *Re-marque Series*. "A Year Book of American Authors" and "A Year Book of English Authors" are new gift books, and gift books especially for men will be announced later. *The Philosophy of Life* is the name given to a new series, the titles of which will be on the popular subject of the New Thought Movement, the first volume of which will be published at once, entitled "The Universal Mind and the Immanent God," by J. Herman Randall, pastor of the Mount Morris Congregational Church, New York City. Other volumes will be issued throughout the year. The *Aenlic Classics* is the name of a new series of attractive gift books, with border designs by Matthews, which will be published in various styles of bindings; and the *Hollyberry Series* is the attractive title of a series of popular illustrated poems. Additions have been made to the various *Handy Volume Classics*, all of which will have new cover designs; and new and novel effects in leather bindings will be used on the *Rosemary* and *Sesame* and their other leather bound series.

Travellers: H. M. Caldwell, A. D. MacMullen, C. B. Steele, George N. Bulkeley and Ewart C. Caldwell in the United States; A. E. Foster in New Zealand and Australia, and McLeod & Allen are agents for Canada.

CASSELL & COMPANY, Ltd., will publish a very long list of books in all departments of literature, including medical and technical. The publications of this house have numbered several hundred titles each year, but have not, of recent years, been marketed through their New York branch, with the result that hundreds of popular and staple works now sold or catalogued by booksellers have been presented by and identified with American publishers. The return of this firm to active publishing here has been exceptionally successful, requiring a steady enlarging of wareroom space to handle their increasing business.

Travellers: The line will be represented in the East and Middle West by F. J. Sloane, and on the "coast trip" by Laurens Maynard.

THE CENTURY COMPANY are showing new novels by the authors of "Mrs. Wiggs of the Cabbage Patch" and of "The Biography of a Grizzly," and "The Woman's Invasion," by William Hard, all notable offerings on their spring list. Mrs. Alice Hegan Rice's "Mr. Opp" will be issued in book form after serial publication in *The Century*; and foolish, brave, ridiculous, pathetic Mr. Opp promises to out-distance Mrs. Wiggs in popular favor. Ernest Thompson Seton's "The Biography of a Silver Fox" will be put in form similar to his earlier books, with many illustrations by the author-artist. Other novels on The Century Co.'s spring lists are "Old Lady Number 31," by Louise Forsslund; "The Wiles of Sexton Maginnis," by Maurice Francis Egan; "Merely Players: Stories of the Stage," by Virginia Tracy, and Jennette Lee's new novel, "Simeon Tetlow's Shadow." Portions of

William Hard's "The Woman's Invasion" have already appeared in *Everybody's Magazine*.

Travellers: George L. Wheelock, (New York, Boston, Philadelphia, Chicago and large cities;) Frederick W. Owen, (Middle West, South and Pacific Coast.)

CHATTERTON-PECK COMPANY, New York City, "The House for Juveniles," will add four new books each to the *Frontier Series* and *Comrades Series* for boys; and three new books to the *Dorothy Books* for girls this year. The first volumes will be ready about April 1. These three series have had a phenomenal sale during 1908, and are destined to make a successful running with the most popular juveniles published.

Travellers: Laurens Maynard, John E. Kearney, W. H. Knapp and Charles H. Peck.

THOMAS Y. CROWELL & COMPANY announce many new and tasteful styles in *Standard Sets*, *Crowell's Poets* and *Handy Volume Classics*, some of them unique. Holiday books and booklets are numerous and attractive, including the "Chiswick Calendars," *Verona* and *Worth While* booklets; and illustrated books by Hesba Stretton, Charles E. Jefferson and J. R. Miller. Notable miscellaneous books include strong works on timely subjects by O. S. Marden, Oliver Huckel, Charles F. Dole, Montrose J. Moses, Calvin McClelland and others. The juvenile list is better than ever before in text, picture and binding. It presents a droll fairy story by J. Walker McSpadden; a ranch book for boys by E. L. Sabin; a spirited story of college life for girls by Frances Sparhawk; and stories by James Otis, Imogen Clark, Tudor Jenks and other well known writers.

Travellers: William R. Spinney, (Pacific Coast, British Columbia, portions of the Middle West and some of the larger cities;) John R. Hopkins, (the Southern States, Canada, New England, New York, Pennsylvania and Chicago;) George R. Hobby, (the great Middle West;) Frank C. Dixon, (the South and in the Central West.)

CUPPLES & LEON Co. are not quite ready to make full announcements. Amongst things they are sure of will be a number of new titles in the various boys and girls lines, notably new additions to their *Motor Boys*, etc; a new title in the *One Family Series*, which will probably be "The Pansy Wedding;" and several entirely new lines of series. Their popular *Comic Books* will be enriched by "Little Nemo in Slumberland," which bids fair to outstrip its predecessors—higher good fortune is impossible.

Travellers: A. T. Leon, (the Pacific Coast;) L. Weil, (Middle West;) C. B. Steel, (the South;) V. W. Cupples, (Middle West.)

G. W. DILLINGHAM COMPANY's list of popular copyrights, now embracing 109 titles, includes many of the best novels of the best authors. This season they have four novels that will sell themselves. "The City of Splendid Night," by John W. Harding, is a story of modern New York City, in which the morals, the foibles, the satiated appetites of this



H. A. HEDDING, JR.

Representing Brewer, Barse & Co.

American Babylon are treated fearlessly in a fine study of human nature; "The Lonesome Trail," by B. M. Bower, whose characters are as alive as in his "Chip of the Flying U;" "The Climbing Doom," by Lawrence Ditto Young, a brilliant story of love, hate and vengeance; and "The Thoroughbred," by Edith Macvane, which has been endorsed as one of the best stories ever published in *Ainsley's Magazine*.

Traveller: Alban P. Roche.

DODD, MEAD & Co. announce for the spring an unusually strong list, including novels by Louis Joseph Vance, Henry Harland, Baroness Von Hutten and Charles Klein. The latter has written a fine novel based on his play, "The Music Master." "The Red Mouse," although issued only a few weeks ago has already taken its place among the "best sellers." Among the works of more serious nature on this publisher's list are "What is Physical Life?," by William Hanna Thomson, author of "Brain and Personality;" also an appreciative little book on "Mr. Cleveland," by Jesse Lynch Williams; "Culture by Self Help," by Robert Waters; and a new play, "Blue Bird," by Maeterlinck.

Travellers: F. C. Dodd, (large cities in the East.) Harry F. Hull, who for the past few years has been representing Dodd, Mead & Company in the Middle West and the northern part of the South, will hereafter show their line in Texas, on the Pacific Coast, and in New York and New England. He succeeds Arthur M. Chase, who remains with the firm as manager of a newly-created department. Mr. Hull's former trade will be called upon by Harry M. Snyder, now with Dodd, Mead & Company, and formerly with G. P. Putnam's Sons.



GEORGE R. HOBBY

Representing T. Y. Crowell & Co.

DODGE PUBLISHING COMPANY are preparing over forty-five new books for the spring and summer trade, covering a very wide range of literature. These will be shown by their travelling staff, composed of John C. Hill, (Pacific Coast and large towns in the East;) Curtis W. Coe, (Canada and Northwestern States;) E. W. Van Wagenen, (South and West;) F. E. Whiteside, (small towns in the West;) George F. Foley, (small towns in New York State and Pennsylvania;) Frank W. Hall, (East.)

GEORGE H. DORAN COMPANY, New York City, are selling agents in America for the well-known house of Hodder & Stoughton, London. The more important of their general and religious books will be reissued in America, and all their publications will be offered to the trade at favorable rates and in excellent form. Among their newest books are "My African Journey," by Hon. Winston Spencer Churchill; a series of illustrated gift-books, of which Edmund Dulac's "Shakespeare's Tempest" is the latest example; and a new line of juvenile books done in the best of color and design for which Europe is noted, but with matter specially adapted for America.

DOUBLEDAY, PAGE & Co. have a new novel by Mrs. Flora Annie Steel, entitled "A Prince of Dreamers," telling a powerful story of India in Queen Elizabeth's time, with all the gorgeous color and movement and the touching emotion that made the author's reputation in her famous novel of the Indian mutiny. "The Wild Geese," by Stanley J. Weyman, he has announced to be his last story, though he still shows all the old fire in this

tale of smugglers on the Irish Coast in the latter half of the eighteenth century. "Old Jim Case of South Hollow," by Edward I. Rice, is a book of rural scenes and characters and real humor and sentiment; Wallace Irwin's famous "Letters of a Japanese School-boy," addressed to the editor of *Collier's*, have been gathered into permanent form and are a choice contribution to American humor; "In the Valley of the Shadows," by Thomas Lee Woolwine, is a vivid tale of the mountains of Tennessee; and "The House With No Address," by E. Nesbit, is an extraordinary story of a young dancer who becomes the reigning sensation because of her "Salome" dance, but remains a hopeless enigma to the public because of the deep mystery with which she surrounds herself. The *Every Child Should Know Series* sells at sight. Information about men and things was never put in more attractive shape.

Travellers: Daniel W. Nye, (Chicago and in general charge;) John Kid, (Middle West and larger cities;) Harold B. Earle, (New England, etc.;;) H. C. Kinzey, (South.)

FREDERICK J. DRAKE & COMPANY, Chicago, announce that their traveller, P. C. Donaldson, is now covering the Pacific Coast trade, with a full line of samples of their self-educational books, including several new books issued this year.

E. P. DUTTON's line of books, calendars, cards and novelties will be shown by L. B. D. Scribner, M. Douglas, H. W. Harris, W. C. Becker, J. F. Flinn, E. J. Chess and D. Brintnall.

DANA ESTES & COMPANY are showing a half a dozen novels sure of success: "Hilary Thornton," by Hubert Wales; "Servitude" and "To a Nun Confessed," both by Irene Osgood; "Only Betty" and "The World and Della," both by Curtis Yorke. To their excellent *Memoirs Library* they have added "In the Shadow of the Guillotine," by Grace Dalrymple Elliott; "Colonel Hutchinson—Roundhead," by his widow, Lucy Hutchinson; and "Du Barry—Enchantress," memoirs of the favorite of Louis xv. All these three books are edited by Helen Kendrick Hayes. "Our Plymouth Forefathers," by Charles Stedman Hanks, is an extra-illustrated work, with numerous double tone plates and a complete index.

Travellers: Clarence A. Caldwell, James F. Weston, D. D. Nickerson, G. W. Bulkeley.

EXCELSIOR PUBLISHING HOUSE, New York, have just published "The Advance Agent," by Myles McCarthy, the actor, a very popular member of the theatrical world, and will have ready later "Bridge Whist," a series of calendars for 1910, with pictures, by the well-known artist, J. H. Appleton, and the annual number of the famous "Drummers' Yarns" series, due in May.

Travellers: Harvey K. Fly, (Pacific Coast and Southwest;) Mr. McKeon, (New England and Middle West.)

R. F. FENNO & COMPANY's line will be shown in the larger cities by R. F. Fenno;

in New York and Boston by F. M. Buckles; in the South by E. R. Herrick; in the far West by W. J. Doxey; in New England by H. C. Fenno.

FORBES & COMPANY are celebrating the ten years of steady popularity of "Ben King's Verse" with an elaborate gift edition, profusely illustrated in colors by John A. Williams. Among other books for the year are: "Happy School Days," a book for girls, by Margaret E. Sangster; "The Full Glory, of Diantha," a novel, by Mrs. Philip Verrill Mighels; "Maroon Tales," by W. J. Cuppy, the first book of University of Chicago stories; "What Does Christmas Really Mean," by Dr. Jenkin Lloyd Jones and John T. McCutcheon; "The Sunshine Girl," by Mrs. Cynthia Westover Alden, president of the International Sunshine Society; and "The Saints and Sinners Calendar for 1910."

Travellers: The line will be shown by one of the partners, Edwin S. Gray.

FUNK & WAGNALLS COMPANY's list for the season includes many books of practical utility. Their new work, "A Standard Bible Dictionary," is now ready and is enjoying wide popularity and a large sale. "The Education of the Will," by Jules Payot, (translated from the French,) has been published in many languages, and its success has been such that this house feels certain of a large call for it among the English-speaking peoples. "Self-Control and How to Secure It," by Dr. Paul Dubois, is another volume which, in view of the immense sale of this author's "Psychic Treatment of Nervous Disorders," should meet with much success. Charles Wagner, author of "The Simple Life," has written "The Home of the Soul," a new book characterized by the sweet common-sense which marks this man's work. "How to Develop Power and Personality in Speaking" is a companion volume to "How to Speak in Public" and "Humorous Hits and How to Hold an Audience," by Grenville Kleiser. A few other good books on their list are "A Working Grammar of the English Language," by James C. Fernald; "Selected Speeches of William Jennings Bryan," chosen by himself; and the novel by Mabel Wagnalls, entitled "The Palace of Danger," in which the famous Madam de Pompadour plays the leading part.

Traveller: David J. O'Connell.

GROSSET & DUNLAP's line of *Famous Copyright Fiction* is greatly strengthened by the addition of several very popular titles, among which appear: George Barr McCutcheon's "Nedra," Gelett Burgess's "The Heart Line," George M. Martin's "Emmy Lou," Louis Joseph Vance's "The Black Bag," William Tillinghast Eldridge's "Hilma," with illustrations by Harrison Fisher and Martin Justice; Owen Kildare's "My Mamie Rose," William J. Locke's "The Morals of Marcus Ordeyne," Hallie Erminie Rives's "Satan Sanderson," Marie Corelli's "The Sorrows of Satan," and Alfred Henry Lewis's "Peggy O'Neil," illustrated by Henry Hutt. Grosset & Dunlap have also taken over the entire line of *Pop-*



A. D. PIERCE

Representing Little, Brown & Co.

ular Copyrights formerly published by the A. Wessels Company, and have incorporated in their line all the more important titles. These will be published in the attractive style that makes the output of the house so deservedly popular. The books on farming, gardening, floriculture, outdoor life and nature study are specially timely. They were once published at \$4 and upwards, but in the Grosset & Dunlap edition have all become 50 c. each. The "Complete Works of Charlotte Brontë and Her Sisters," in six volumes, sells at \$4.50, and is a feature of the season; as is also the "Illustrated History of English Literature," in four large octavo volumes, illustrated with portraits, autographs, etc., once a subscription book costing \$30, but now brought within the reach of all booklovers. For young people the house furnishes John Habberton's "Budge and Toddie, or, Helen's Babies at Play," with 50 specially prepared engravings; to the famous *River Boy Series* will be added "The Rover Boys at Treasure Isle," and there will be many other additions to their various juvenile lines.

Travellers: John H. May, Edward P. Dunlap, Philip Grosset, Samuel A. Jenkins, Harry Britton, Desmond Fitzgerald, (Pacific Coast.)

C. S. HAMMOND & Co. New York, have ready the second 1909 edition of their "Modern Atlas of the World" and the third 1909 edition of their "Handy Atlas of the World," and each of these books has already sold to extent of 200,000, and they are without doubt the most popular atlases on the market. They have also ready a new illustrated atlas under the title "The De Luxe Pictorial Atlas of the World." This work, in addition to a new and up-to-date series of maps in colors, contains



A. P. ROCHE
Representing G. W. Pillingham Co.

an excellent index-gazetteer of towns and cities and a descriptive and pictorial gazetteer of the countries and peoples of the world. This house also issues road maps, city maps and globes of all sizes. Among the new maps issued by them is the *Ocean Travellers' Series*, embracing twenty-six folding pocket maps, covering the waters of the world and showing routes of mail and other steamship lines, sailing vessels, distances between ports, etc. Popular numbers in this series, such as the "North Atlantic Ocean," the "Mediterranean Ports" and the "Pacific Ocean" will be in good demand during the tourist season. Among the miscellaneous books to be issued this season by this house is a new illustrated work entitled "America Across the Seas," containing descriptive articles on our insular possessions. This work is beautifully illustrated with half-tones in tints.

Travellers: C. S. Hammond, H. S. Stoll and R. H. Dodge.

HARPER & BROTHERS' line will be shown by S. M. Loweree in all of the large cities of the country as far West as St. Louis; by George W. Price on the Pacific Coast, some of the South, some of the Middle West and in Baltimore and Washington; and by H. V. Patterson in part of the South and Middle West and in smaller cities of Pennsylvania, New York and New England.

THE HAYES LITHOGRAPHING Co., Buffalo, N. Y., this year submit their improved line of Presentation and Juvenile books in color lithography, which for variety, finish and cost value is unrivalled. Their samples should be thoroughly considered by all buyers. For a number of years the Hayes Lithographing Company have been originating, developing and perfecting lithography, and they control

a line of booklets of marked artistic and literary individuality.

Travellers: Wm. M. Stitt, Jr., as the sole selling agent, will be represented by C. A. Caldwell, (Pacific Coast;) W. J. Doxy, (Pacific Coast agency;) Franklin F. Bigelow, (East;) Selden W. Anderson, (South;) E. D. Parker and H. Calkins, (Middle West, etc.)

A. J. HOLMAN & Co.'s line of Bibles include every desirable kind and size—Self-Pronouncing Teachers' and Text Bibles and Testaments, (originated by this house;) complete assortment of Pictorial Bibles in all sizes; Black-Face Type Bibles in various sizes; Red Letter Bibles and Testaments. The Holman leather bound Bibles and Testaments are noted for their absolute flexibility. The celebrated Holman Family and Pulpit Bibles are printed in English, German, Swedish, Norwegian, Finnish and Dutch and supplied in the greatest variety of bindings.

Travellers: W. F. Lee, (West and Southwest;) A. J. Hilt, (East and South.)

HENRY HOLT & COMPANY have just published "The Pilgrim's March," by H. H. Bashford, a novel with a hero of artistic tendencies fettered by Puritan conditions; "The Lady of the Dynamos," by Shaw and Beckwith, telling of the struggle of an American electrician to reclaim a wilderness in Ceylon; and two volumes of poems: "The Blue and the Gray," a collection of verse by Francis M. Finch; and some forty poems by the editor of *Punch*, published under the title "Salvage." "Athletic Games in the Education of Women," by Dudley and Kellor, will find a waiting audience, and there are three new volumes in the *American Nature Series*, into which they have put so much thought and money and of which any house may well be proud: Holder and Jordan's "Fish Stories;" C. H. Sternberg's "Life of a Fossil Hunter;" and "The Fresh-Water Aquarium and Its Inhabitants," a guide for the amateur aquarist, by Eggeling and Ehrenberg. Books sure to sell and sell more and more are H. E. Krehbiel's "Chapters of Opera;" Zephine Humphrey's "Over Against the Peak;" and Ramsey Benson's "A Lord of Lands."

Travellers: Alfred Harcourt, (east of the Mississippi;) Desmond Fitzgerald, (west of the Mississippi and on the Pacific Coast.)

HOUGHTON MIFFLIN COMPANY take pleasure in announcing that their spring fiction, headed by Alice Brown's "The Story of Thyrsa," will be published at net prices. In consideration of the urgent demands of the trade they have decided upon this course, and as their discounts will be liberal they trust that their plans will meet with general approval.

Travellers: Frank Bruce, (New York, Chicago and Philadelphia;) H. S. Elliott, (Middle West, Canada and portion of South;) L. D. Humphrey, (Boston;) W. B. Pratt, (East and portion of South;) B. H. Ticknor, Jr., (Pacific Coast.)

B. W. HUEBSCH has among his spring books "The Development of Christianity," by Professor Otto Pfeiderer, author of the successful "Christian Origins" and "Religion and

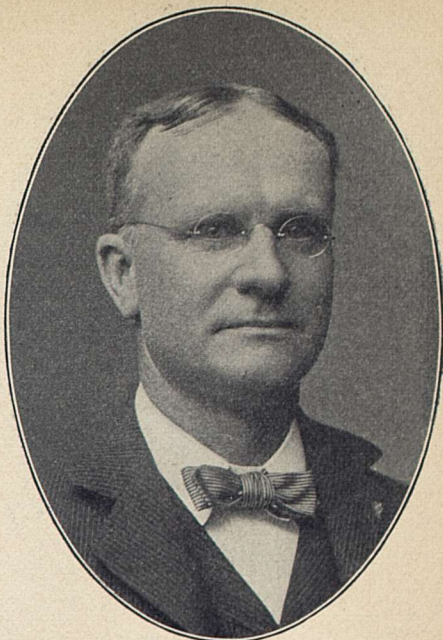
Historic Faiths;" "The Commonwealth of Man," by Professor Nathaniel Schmidt, of Cornell University; "Product and Climax," by Professor Simon N. Patten, head of the Wharton School of Finance in the University of Pennsylvania, and, until this year, president of the American Economic Association; and "Beyond the Sky Line," a most remarkable volume of short stories by Robert Aitken. The trade will have an opportunity of examining some works which were published late last year and which are growing in popular favor. Among these are "The Spy, the Story of a Superfluous Man," by Maxim Gorky, the greatest book by the Russian author; "Self-Measurement, a Scale of Human Values with Directions for Personal Application," by William DeWitt Hyde, of Bowdoin; and, of course, "With the Battle Fleet," by Franklin Matthews, which is forging its way to the front among the popular sellers. Mr. Huebsch is issuing a special edition of 5000 copies to meet the subscriptions now being taken among the officers and men of the Atlantic fleet, just returned from trip around the world. Edward Howard Griggs's books form an important part of this list, and they are in steady demand throughout the country.

Travellers: Laurens Maynard, J. H. Kearney, Frederick Hope.

HURST & COMPANY's lines are wholly competitive, and they therefore keep in the background their trade surprises until jobbing trade in Chicago is seen in April and May, at which time all they have been doing will become public. They predict for 1909 a banner year for their productions. For nearly thirty-five years there has been a steady "uplift" in the intrinsic quality and external style of their publications, and this year they show many covers that are novelties in modern bookbinding. New designs have been made for most everything in their extensive catalogue and entirely new series will be presented when the proper time comes for general announcement. The samples carried by their army of salesmen represent the best efforts of the firm, keeping in view always the interests of the trade as well as their requirements. Among their books sure of perennial popularity are the various editions of the poets in bewildering variety of style; the *Magnolia Library* of fiction; the standard authors in half-leather binding; the *Devotional Classics*, the *Gunter Library*, the *Henty Series*, the *White House* series, and no end of others known as tip-top sellers in every city and town in the land.

Travellers: Lee R. Matlack, (large cities only;) L. M. Levy, (Central Southern States, Pennsylvania and Southern New York;) George D. Hurst, (Southern Atlantic States, Northern New York and New England States;) Reilly & Britton Co. represent them on the Pacific Coast and in the Middle West; McLeod & Allen are the Canadian representatives.

GEORGE W. JACOBS & Co. will publish about March 1 a novel entitled "Watchers of the Plains," by Ridgwell Cullum. This is an ex-



C. C. SCHEPMOES.

Representing the Oxford University Press.

ceptional story of love and adventure on the Western plains some thirty years ago. The book has a striking cover design by J. C. Leyendecker that they have also reproduced in large poster form, which will be sent to the trade when requested. They will also issue a volume on "Robespierre and the French Revolution," by Hon. Charles F. Warwick, ex-mayor of Philadelphia, which, with the author's former volumes, "Mirabeau and the French Revolution" and "Danton and the French Revolution," will present a complete account of the historic Revolution in France. This book is written in a popular and interesting style which will appeal to the general reader. They have also just issued "The Life of Stonewall Jackson," by H. A. White, which is the eleventh volume of the *American Crisis Biographies*, and which will be followed very shortly by "The Life of Charles Sumner," by George H. Haynes. The house has also in preparation for immediate publication "The A B C of Skat," by Mrs. Henry, a primer of a game which is becoming more popular every day. For the Lenten season they will have a new book by the Rev. Floyd W. Tomkins, entitled "Helps Toward Nobler Living," uniform with the author's previous popular volumes, "Following Christ" and "Beacons on Life's Voyage." The firm also wish to announce to the trade that they have made arrangements to issue a most attractive line of Christmas cards, varying in price from 5 c. to \$1.25.

Travellers: George W. Jacobs, (East;) John T. Robinson, (New York and Middle West;) Henry T. Harper, (Pacific Coast and New York, also New England;) Durant L. McCrea, (South and Middle West.)



J. J. P. SMITH

Representing L. C. Page & Co.

MITCHELL KENNERLEY, New York City, calls the special attention of the trade to the following novels, either just published or immediately forthcoming: "Cherub Divine," by Sewell Ford, the first novel by the author of the popular "Shorty McCabe;" "The Bomb," by Frank Harris; "The Other Man's Wife," by Frank Richardson; and "The Uttermost Farthing," by Mrs. Belloc Lowndes. In general literature he will shortly publish "Empires of the Far East," a two-volume work on Japan by Launcelot Lawton; "Health, Strength and Happiness," by Dr. C. W. Saleeby; "Henrik Ibsen," by Montrose J. Moses; "Round the World in a Motor Car," a record of an automobile trip from New York to Paris.

Travellers: Laurens Maynard, (far South, Pacific Coast and Northwest and the larger cities East and West;) John Kearney, (South and Middle West.)

LAIRD & LEE have an attractive lot of rapidly selling books for spring, summer and fall seasons. January brought "Confessions of a Palmist," racy tales by Clivette, showing how all the world flocks to palmists, clairvoyants and occultists; "How to Make Things Go," in which the Rev. Madison C. Peters covers many of the problems of modern life in a manner specially valuable for young men; and "Life in the Navy," the story of the American battleship by Thomas Beyer, a bluejacket, published by authority of the United States Navy. February gave the trade a fast-selling book in Florence W. Saunders's "Letters to a Business Girl," full of valuable hints to stenographers and office employees especially; and for March will be ready "The Sealed Verdict, or, by Whose Hand," by

Lawrence L. Lynch; "A Rube's 20 Years Adventures," by Thomas S. Kinder, telling of the ups and downs of a clodhopper and his famous trip to the Alaska-Yukon Exposition. The name of the very popular "New Century Standard Letter-Writer" has been changed to the "New Standard Business and Social Letter-Writer," in its revised and enlarged new edition. A book to go straight to every woman's heart is "The Standard Domestic Science Cook Book," full in instruction how to buy economically and cook and serve correctly, gotten up in various styles of durable, washable and gift edition bindings.

THE LAMB PUBLISHING COMPANY, New York, are constantly adding to their immense line of sets of standard works and of the classics, which already includes the works of De Musset, Stevenson, Poe, Lamb, Kipling, Jefferson, Clay, Franklin, Lincoln, Rawlinson and a large number of equally important writers. The works are put up uniform in cloth bindings and in various styles of leather.

Travellers: S. G. Rains, (Middle West and Canada;) A. McMullen, (Pacific Coast;) A. W. Caldwell, (New England.)

JOHN LANE COMPANY's list will be shown by Charles A. Canner in New England, New York and the Middle West; Desmond Fitzgerald will represent this firm for the Far West and the Pacific Coast; H. L. Allison will cover the South and Southwest. Mr. Canner is already in the Middle West, and will work back through Washington and Philadelphia to New York. Mr. Fitzgerald and Mr. Allison start in the near future, carrying full list of spring publications.

J. B. LIPPINCOTT COMPANY promise an interesting lot of new books for the spring season, as well as new editions of their most successful publications. Their travelling men will display a new volume in the *French Men of Letters Series*, "Sainte Beuve," by Professor Harper, of Princeton University; also very authoritative and timely volumes treating of the "Balkans," "Persia" and "Portugal." In the line of fiction the list is particularly strong, and orders will be taken for John Reed Scott's latest romance, "The Woman in Question," illustrations as usual by Clarence F. Underwood; Stella M. Düring's prize mystery story, "Love's Privilege;" and a big American novel by Elizabeth J. Budgette entitled "The Winning Chance," which the publishers claim pictures as never before the vital problem of the American girl. Their already invaluable "Readers' Reference Library" has been made more comprehensive by the addition of Benham's "Book of Quotations." This should meet with much popular favor. The demand for the Pennells' authorized "Life of Whistler" continues unabated, and the firm are showing a new printing of this work, which contains a new preface. A new outdoor book by Eben E. Rexford, the foremost amateur gardener of the United States, is "The Home Garden," intended for the use of those who have a little piece of land for vegetables and small fruits; and his "Four Seasons in a Garden"

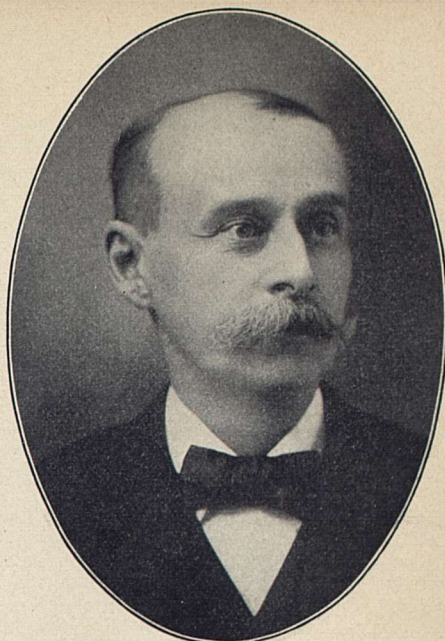
is as popular as ever. Six editions have already been printed of "Why Worry, a Sure Cure for the Blues," by Dr. George L. Walton.

Travellers: Horace S. Ridings, (East and large cities of the Middle West;) Thomas H. Clagett, (Southwest, Canada and Pacific Coast;) and Herbert M. Gaskill, (South and Middle West.)

LITTLE, BROWN & Co. are adding to their *Popular Editions of Recent Copyright Fiction*, published at 75 cents each, ten new titles, as follows: "In Treaty With Honor," by Mary Catherine Crowley; "Pardner of Blossom Range," by Frances Charles; "On the Firing Line," by Anna Chapin Ray and Hamilton Brock Fuller; "The District Attorney," by William Sage; "The Impersonator," by Mary Imlay Taylor; "The Wire Tappers," by Arthur Stringer; "Phantom Wires," by Arthur Stringer; "The Slave of Silence," by Fred M. White; "The Pharaoh and the Priest," by Alex. Glovatski; "On the Field of Glory," by Henryk Sienkiewicz. They are adding to their editions of Victor Hugo's works, both in their *Library edition* and *Handy Library edition*, the following volumes: "History of a Crime," two volumes; "Napoleon the Little," one volume; "Poems," two volumes; "Dramatic Works," three volumes. Their list of spring fiction is an unusually strong one, including as it does important new novels by Sidney McCall, who wrote "Truth Dexter;" E. Phillips Oppenheim, Anne Warner, Percy Brebner, who wrote "The Princess Maritza;" Anna Chapin Ray, Rowland Thomas, author of "Fagan," the famous Collier prize story; Ada Woodruff Anderson, who wrote "The Heart of the Red Firs;" Arabella Kenealy and Margaret L. Knapp. A new book by Mary E. Waller, whose "Wood Carver of 'Lympus'" has just been printed for the twenty-second time, is also on their spring list. It is a narrative poem of national importance, entitled "Our Benny." Other spring books include "Cooking for Two," by Janet McKenzie Hill; and "The Panama Canal and Its Makers," by Vaughan Cornish.

Travellers: George Sully, Andrew D. Pierce and George W. Bulkeley.

THE LOTHROP, LEE & SHEPARD COMPANY are actively engaged on their new line for 1909, which is already so far advanced that it can be confidently claimed to be one of the strongest they have ever shown. In fiction they have two carefully selected leaders, one by George Cary Eggleston and the other by Harold Morton Kramer. In juveniles they will show new books by the group of constant favorites—Stratemeyer, Tomlinson, Dudley, Burleigh, and even J. T. Trowbridge, for boys; and for the girls, Margaret Sidney, Nina Rhoades, Amy Brooks and Amanda M. Douglas. Important new books are to be added to their exceptionally strong list of metaphysical books. They will also be in the market with some new popular-priced books, a new *Oliver Optic Series* of 50 volumes, and a new *Elijah Kellogg Series* of 28 volumes. Their popular *Little Prudy Books* and *Dotty*



R. K. SMITH

Representing A. C. McClurg & Co.

Dimple Series will also be found among the big sellers.

Travellers: John E. Lander, (New York City and East;) L. W. Adams, (Chicago and West;) Wm. G. Marple, (South and Middle West.)

DAVID MCKAY announces for this year an entirely new series of copyright juveniles for boys under the title of *The Boys of Liberty Library*. This series is written by well-known authors—John De Morgan, Lieutenant Lounsberry and others—and is just what the name implies, interesting stories pertaining to the early struggles for liberty in this country. There will be twenty-five attractive titles, 12mo, each having a frontispiece from original drawings by good artists, handsomely bound. To the *Boys' Own Library*, which has made a place for itself, will be added three new titles in the Merriwell line. To the *Girls' Own Library* will be added a book by the well-known writer for girls, Julie M. Lippmann, two volumes by Ethel Turner and one by L. T. Meade. To the *Vest Pocket Series* will be added three new titles, "Spanish and Italian Self-Taught," and an entirely new book, "Drinks, How to Mix and How to Serve." A new Esperanto book under the title of "Esperanto for the English," by Professor A. Franks, is now ready. The valuable set of Dickens's plates, formerly used by Gebbie Company for their fine subscription editions, handsomely illustrated with photogravure and half-tone reproductions from famous originals by F. Barnard and others, has just been secured and will be manufactured as soon as possible in an attractive style and at popular prices. From Gebbie Company has also been secured their fine *de luxe* edition, "Memoirs of Count de Gram-



HENRY B. SMITH

Representing Thomas Nelson & Sons.

mont." This edition has a large number of illustrations in the text and twenty-five fine full-page photogravure plates. A special edition will be issued on handsome deckle-edge paper at a price that will be attractive to book lovers.

Travellers: William M. Edwards has already started the campaign on the Pacific Coast and will cover the whole country with the exception of twelve larger cities, where the line will be shown by David McKay.

McLOUGHLIN BROTHERS have a fine line of games that appeal to young and old. "The Perseverance Picture Puzzle" contains three or four hundred pieces and will furnish continuing amusement for the long winter evenings; "Little Colonel Blocks and Scroll Puzzles" are for the little folk too young to understand the card game of "The Little Colonel," based on Mrs. Johnston's deservedly popular *Little Colonel Stories*. The younger people have a set of 20 cubes to put together, all treating of the "Little Colonel's Baby Days," but the card game takes in the whole series of Mrs. Johnston's books. The "Scroll Puzzles" are put up in three different sets, each consisting of two dissected puzzle pictures. The house is bringing out an edition of the *Young Folks Colonial Library*, a series of little historical books written in a particularly attractive style. It consists of biographical stories of the minor characters in the War of Independence, all illustrated by well-known artists. They are written by Percy K. Fitzhugh, who has struck just the note that appeals to young readers. The volumes ready are "John Paul Jones," "Ethan Allen," "Anthony Wayne," "General Francis Marion," "General Richard Montgomery," "General Baron De Kalb."

Travellers: Charles E. Miller, (Coast, Boston, Chicago, Philadelphia, St. Louis;) W. J. Kelly, (Canada, West as far as Omaha, and the South;) E. W. Allen, (West;) Henry Eckel, (represents the picture department;) Clarence Condit, (Middle West and East.)

MODERN MEDICINE PUBLISHING COMPANY, Battle Creek, Mich., have a long list of health books of which the trade appreciates the selling qualities. In the wave of health reform now sweeping the country "the Battle Creek idea" holds a very large place, and for the first time the books devoted to it are to be exploited through the trade. They are by Dr. J. H. Kellogg, Superintendent of the Battle Creek Sanitarium, and Mrs. E. H. Kellogg. The doctor's books include "Home Book of Modern Medicine," a comprehensive encyclopædia of health knowledge; "The Ladies' Guide in Health and Disease," "Man the Masterpiece," "Rational Hydrotherapy," "The Art of Massage," "The Miracle of Life," "The Stomach," and "Plain Facts," a revised and enlarged edition of an authoritative, scientific work on secret vices. Mrs. Kellogg's books deal with "Science in the Kitchen," a most practical work on healthful cookery; "Healthful Cookery," a selection of recipes for hygienic dishes; and "Studies in Character Building, dealing intelligently with the training of children.

JOHN MURPHY Co., Baltimore, Md., are showing their new line of standard "Catholic Prayer Books," including the new styles for 1909, their well-known "National Prayer Book," the "Manual of Prayers," also their edition of the Douay Bible and religious goods of all kinds.

Travellers: George L. Fitzgerald, (West;) John Lynch, local.)

THOMAS NELSON & SONS announce a new *Ruby Type Edition* of the "American Standard Bible" made specially for the use of Sunday-school scholars. With this addition to the American Standard Bible line the bookseller can now supply the wants of all customers in this version. In the *New Century Library* they have added three new volumes of "Kingsley's Works": "Hereward the Wake," "Alton Locke" and "Two Years Ago," and have in preparation the complete novels of Victor Hugo, to be published in eight volumes early this year. They also call attention to their line of "Prayer Books and Hymnals" and "Devotional Books" for the Easter trade; also "Birthday Books" containing selections from well known writers, and the *E. F. G. Series* of "Pocket Dictionaries" including English, French, German and other languages, in fine bindings. The three books by Archibald Williams: "How It Is Done," "How It Is Made" and "How It Works," tell the story of the practical achievements of science in an interesting, readable and simple manner. Nelson's *Colored Toy Books* are well known for the quality of printing and binding, as well as for the selection of subjects.

Travellers: H. B. Smith, (East and Pacific Coast;) J. J. Hamilton, (South;) David Risley, (Chicago and West;) George F. Bachman, (Middle West;) A. C. Keowen, (Loca! and West;) and H. Topping.

J. S. OGILVIE PUBLISHING COMPANY, N. Y. City, are filling in great measure the place formerly held in the trade by George Munro's Sons, of whose books they still control many titles, including the writings of Charles Garvice, Laura Jean Libbey and Emile Gaboriau. The house is making a specialty of popular novels written from popular plays, which now number 135 titles, including "The Devil," founded on the Henry W. Savage version, now published in cloth uniform with "The New Mayor," founded on the Broadhurst play, "The Man of the Hour," both novels being marketed at the same price as the *Popular Copyrights*. They expect to add several titles to this series this Spring. Their detective story books by "Old Sleuth" are as popular as ever with dealers and readers from Maine to California.

Travellers: William Badenhop, a new traveller taken on in the Fall of 1908 is representing them on the road.

THE OXFORD UNIVERSITY PRESS (American Branch) have a wonderful Bible for the English speaking world, with many new and striking features in "The Scofield Reference Bible," edited by Rev. C. I. Scofield, D.D., with assistants of authority on their special subjects. After mature reflexion the Authorized Version was adopted, its dignity, high religious value, and tender associations with the past, still making it above all other texts "the people's Bible." The Scofield Bible has a new system of connected topical references to all the greater themes of Scripture; helps at hard places, explanations of seeming discrepancies, and a new system of paragraphs, with twelve colored maps. The latest issues of the Clarendon Press are: "Post-Augustan Poetry from Seneca to Juvenal," in which H. E. Butler maintains that, as a whole, the poets of this period have suffered greater neglect than they deserve; "A History of Canada, 1763-1812," by Sir C. P. Lucas, a volume ranging with the author's "Study of the Canadian War of 1812"; and "Kant's Theory of Knowledge," by H. A. Prichard, who maintains that the elucidation of Kant's meaning is impossible without a discussion on their own merits of the main issues which he raises. The *World's Classics* grow in number and include some of the best literature of all time; the *Fireside Edition* and *Oxford India Paper Edition* of Dickens are perfect; and the bewitching *Oxford Bijou Edition* of standards steadily gains in favor.

Travellers: W. W. McIntosh, C. C. Schepmoes, D. I. MacFadyen, Charles Korbel, H. V. Clulow, W. C. Ward, Frederick Bayer, Dr. Horace Jones, George S. Goodwin, William H. Allen.

L. C. PAGE & COMPANY will issue in their series of *Copyright Reprint Fiction* the following popular titles: "Carolina Lee," by Lilian Bell; "Lady Penelope," by Morley Roberts; "Miss Frances Baird, Detective," by Reginald Wright Kauffman; "The Green Diamond," by Arthur Morrison; and "Mystery Island," by Edward H. Hurst. To their series of *Copyright Illustrated Gift-Books* they have added "Classic Myths in Art," by Julia deW. Addison; and to their *Princess Series of Popular Copyright Fiction for Girls*,

"Billy's Princess," by Helen Eggleston Haskell. The same house also announces a new volume in the popular *Little Cousin Series*, a new volume in the *Jack Lovimer Series*, a new volume in the *Boy's Story of the Army Series*; also for gift-book purposes what should prove a very popular book, "The Little Colonel: Good Times Book," by Annie Fellows Johnston; and in the *Johnston Jewel Series* a new volume, entitled "The Jester's Sword." Another important work of fiction on the Page list is "The Further Adventures of Quincy Adams Sawyer," by Charles Felton Pidgin, author of "Quincy Adams Sawyer."

Travellers: F. T. J. Nunan, (principal cities North and West;) J. J. F. Smith, (Canada, South, Middle West and New England.)

THE PENN PUBLISHING COMPANY are adding this year a number of new titles to their already popular series of Juvenile stories. The sixth volume of the "Betty Wales" books, entitled "Betty Wales & Company," brings Betty back to Harding College, where as a "business girl" she is able to be of assistance in many ways to the new and old girls. "A Little Lady of Quebec," by Annie M. Barnes, is a story dealing with the historic city, and is told in the writer's pleasant style; "The Little Princess of Tonopah" is a mining story for girls by Aileen Cleveland Higgins, whose name is already known as the author of "Dream Blocks," which had quite a successful sale the past year. This story deals with the experiences of a little New England girl, who is transplanted to the mining districts of Nevada, and will, without doubt, be read with great interest by all the children who are so fortunate as to receive it. There are new books in all the series for boys, except in the *West Point* books, which series was completed by "Capt. Malone" last year. "An Annapolis Second Classman" is Lieut. Com. Beach's third volume of Annapolis tales, and takes Bob Drake through his third year at that institution. "A U. S. Midshipman in China," by Lieut. Com. Stirling, is the second volume by this popular author, and will no doubt achieve as great a success as his first story, entitled "A U. S. Midshipman Afloat," which was published last season. T. Truxton Hare has a new book, entitled "A Junior in the Line," dealing, as have his other books, with college athletics; John Prescott Earl has written a second volume dealing with the "School Team," which takes them out into the woods, and which is such a bright, breezy story as any boy will devour. This story is under the title of "The School Team in Camp." John T. McIntyre, who has done considerable historical work for boys, has a revolutionary story, entitled "The Young Patriots at Lexington," and John P. Edmison, who is an authority on the subject of Scandinavian history, has a volume of rather more serious character, entitled "Stories from the Norseland." For the younger children there will be a new story each by Miss Elizabeth Lincoln Gould and Mrs. Alice Turner Curtis. The latter authoress is well known by her *Grandpa's Little Girls series*, and the new story will be of their doing during a vacation time. Miss Gould's new book is enti-

tled, "Felicia's Friends," and all who enjoyed "Felicia" last year are looking eagerly forward to a renewal of her acquaintance. There will be the usual quota of "Speakers" and "Entertainment" books and "Popular Handbooks and Plays," and it is possible that there may be some additional Juveniles as the season advances.

Travellers: Charles C. Shoemaker, (New York and Boston;) F. W. Shoemaker, (West;) E. W. Mumford, (North and East;) A. Rappaport, (South.)

ISAAC PITMAN & SONS, whose name has become synonymous for the best in the matter of shorthand and other commercial subjects, has recently issued the following works: "Course in Isaac Pitman Shorthand," specially arranged for Correspondence Schools; "Practical Course in Touch Typewriting," by Charles E. Smith (sixth edition); "Style Book of Business English," by H. W. Hammond; "Accountancy," by Francis W. Pixley; "Economic History of England," by H. O. Meredith; "Salesmanship," by W. A. Corbion and G. E. Grinsdale; "Life of Sir Isaac Pitman," by Alfred Baker; "Pitman's Business Man's Guide (fifth edition); "Where to Look" (second edition); and "Pitman's Secretary's Handbook (second edition), by H. E. Blaine. Other works to be published shortly are: "How to Become a Court Stenographer," by W. L. Mason, and "Pitman's Commercial Dictionary."

Travellers: Isaac Pitman & Sons are represented in the Middle West by A. C. McClurg & Company of Chicago, and on the Pacific Coast by Cunningham, Curtiss & Welch, San Francisco.

JAMES POTT & Co. have added to their line this year many new sizes and styles of black-face type Bibles, with or without references, on white and India paper, at popular prices. In their Prayer Books and Hymnals also many new leathers and styles of bindings have been introduced. A special line of books of travel is in preparation of which the titles will be given later.

Travellers: Frederick W. Hallam and C. R. Duryea, (Pacific Coast and South;) M. V. Knapp, (larger Western cities;) A. B. Tillinghast, H. C. Fairbairn, C. B. Steel, J. R. Hatfield.

REILLY & BRITTON have a new book destined to be popular with children and all who know children through all this broad land in "Miss Minerva and William Green Hill," by Frances Boyd Calhoun. The hero is an engaging little rascal who has lived with a black foster mother and her ten children, all with names that will soon be household words. When he returns to his prim Aunt Minerva full of negro dialect, superstitions and stories the fun begins. Among the steady sellers always to be watched in stock are "The Girl Graduate: Her Own Book;" J. M. Patterson's "A Little Brother of the Rich," a fine arraignment of the idle American rich; "Three Weeks in Europe," "Three Weeks in Holland and Belgium," both by John U. Higginbotham; "When Good Fellows Get Together;" "Toasts You Ought to Know;" "The Bride's Cook Book;" "Recipes:

My Friends' and My Own," and "Forget-Me-Nots," a pretty book in which to make all kinds of memoranda. For young people there are the *Aunt Jane Series*, now containing "Aunt Jane's Nieces," "Aunt Jane's Nieces at Millville," and "Aunt Jane's Nieces Abroad;" *The Boy Fortune Hunter Series*, containing "The Boy Fortune Hunters in Egypt," "In Panama," and "In Alaska;" and Frank L. Baum again lets us see the "Wizard of Oz" in his latest triumph, "Dorothy and the Wizard in Oz," which also brings in the Scarecrow and the Tin Woodman and shows them all in brilliant colored illustrations. Besides their own line, The Reilly & Britton Co. represent Hurst & Co., New York City, through the Central States and the Pacific Coast. They are exclusive selling agents for G. & C. Merriam Co. on two editions of "Webster's Unabridged Dictionary," and also for the publications of the Book Supply Co., Chicago.

Travellers: George Edmund Platt has been made their representative in London. He is succeeded as principal salesman by Samuel H. Dorst, (Eastern Ohio to Western Kansas and from Winnipeg to Louisville.) Mr. Britton himself will cover a large part of the territory this season.

FLEMING H. REVELL COMPANY have just published two novels that seem to have every element of instantaneous and lasting popularity. "The Trailers," by Ruth Little Mason, daughter of Mrs. Caroline Atwater Mason, of whose talent she has certainly been vouchsafed a good share, it deals with work among the Waldensian Italians who are trying to purify the Catholic Church; "Whither Thou Goest," by J. J. Bell, author of "Thou Fool," is a Scotch story of a girl who came into a lot of money and spent her life and fortune in making others happy, and making the man who first proposed marrying her for her money become her devoted lover. Among the new travelling and missionary books are Manuel Anduyar's "Spain of To-day from Within;" Geraldine Guinness's "Peru, Its Story, People and Religion;" William O. Carver's "Missions in the Plan of the Ages;" and Mrs. Isabella Riggs Williams's "By the Great Wall," a story of the missions of the American Board to China, 1866-1897. Other books ready for the season are "Christian Science in the Light of Holy Scripture," by Rev. Dr. I. M. Haldeman; "Practical Church Music," by Dr. Edmund S. Lorenz; "Principles of Successful Church Advertising," by Charles Stelzle; "The Redeeming Vision," twenty-six short addresses by J. Stuart Holden; "Mountains and Valleys in the Ministry of Jesus," by Rev. Dr. Campbell Morgan; and four volumes in the *Westminster New Testament*: Gospel of St. John, St. Matthew, The Acts, St. Mark.

Travellers: H. R. Drake and W. H. Mook, Jr.

THE SAAFIELD PUBLISHING COMPANY seem to have found an unlimited demand for Muslim Books, for in 1909 they will add three new series, four titles in each, to the regular line, among which will be a *Buster Brown Series*, already so famous. Beside these there

is to be a *Tinted Cloth Series*, which promises much. The books themselves are made from delicately colored cloth and the subjects chosen—Birds, Flowers, Butterflies and a Garden A B C give the artist an opportunity to show his skill in reproducing faithfully the beauties of Nature. A "Home and School Primer" is also on their Muslin Book list, and the individual buyer, particularly mother and teacher, will give it a cordial welcome. Especially strong is this enterprising house in muslin novelties and toys. Chief among their leaders this season are three "Houses." Everyone knows the child's propensity to improvise a house, usually from chairs and sheets, and this desire has led to the "Toy House," which is mounted on a metal, hinged frame in three sections which, with one wall of a room forms an ideal and secluded playroom. Each section is 2 feet wide and 5½ feet high, so that ample space for the owner, playmate and numerous toys is afforded. There is a swinging door in the middle section, and when we add that the outside and inside walls are in colors representing a real building, it will be realized in some measure what handsome and altogether satisfactory toys these novelties are. There is a "Doll House" for the girl, a "Fire Station" for the boy, and a "Barn" for both. In board juveniles there will be the "Saalfeld Annual," crowded with stories and illustrations. Fred-eric Chapin will contribute "Pinkey and the Plumed Knight," to be uniform with his "Toodles of Treasure Town and Her Snowman," which Merle Johnson pictured so profusely and successfully for 1908. In the *Billy Whiskers Series* there will be "Billy Whiskers at the Fair" and "Dicky Delightful in Rainbow Land," the latter by James Ball Naylor. A "Paper Home for Paper People" will delight the "grown up" no less than the child. There is pictured the complete house, one room to the page, but all bare of furniture. It will be the absorbing task of the youngster to clip from magazines the occupants, furniture and decorations for the rooms—an educational vent for the universal desire to snip and cut. Among the same line is the "Happy Hour Paint Book," with sketches in black and white to color with paint and brush. To serve as a guide for the youthful artist, the thoughtful publisher has included several pages in colors. This unique book is cut out in the shape of an artist's palette, and is bound in boards. "The Goosie Book" offers new rhymes on the order of the ever popular "Mother Goose" jingles, and has been happily illustrated both in colors and in black-and-white. "The Auto Boys' Outing" forms the second volume in the *Auto Boys Series*, and of course bubbles over with automobile sport. "Sixty-Five on Time" is a railroad tale that will more firmly establish Jean K. Baird as a capital teller of boys' stories. Mary A. Byrne, so long popular, contributes "Peggy—Alone," which all girls will recognize as a masterpiece. To complete the list of rare good things comes "Mary of Magdala," by Harriette Gunn Roberson. It purports to be told by John, the Beloved Disciple, and the author has succeeded in giving his wonderful love story a lofty, pure and noble expression. The manuscript was reviewed by the highest

critics of the land, and has won most flattering commendation. It will be remembered that the Saalfeld Publishing Company is now owner of the "Webster Imperial Dictionary" and "Webster Universal Dictionary," together with their abridgments. Mr. H. E. Pendry, widely known as an able and experienced dictionary man, is in charge of the selling force on these works.

Travellers: Andrew Hamming, (Pacific Coast and New York;) J. F. Farrell, (New England and South;) A. Van Keuren, (West of the Mississippi;) Ben Spero, (East of the Mississippi, and Canada.)

CHARLES SCRIBNER'S SONS have a fine list of spring fiction, among which will be found Francis Lynde's "The King of Arcadia," a novel of love and fighting and engineering in wild country; Arthur Train's "The Butler's Story," made up of clever stories of social life in New York as seen by "the butler;" René Bazin's "This, My Son," a moving story of a Breton farmer and his sons and daughters, telling of the great desire for a wider, newer life which yielded to the traditional claim of the land and makes a story of great hearts told with fine art; "The Chippendales," Robert Grant's new story of a hustling man of business who invades the charmed circle of Boston social life, and leads to a story that will provoke even more heated discussion than did "Unleavened Bread." In "The Lodger Overhead and Others" Charles Belmont Davis tells many dramatic and picturesque stories about the less known phases of metropolitan life.

Travellers: J. L. Crowder, (Coast and large cities;) Melville Minton, (South and New England;) A. S. Knapp, (Middle West;) F. H. Marling and H. C. Bauer, (New York City;) R. C. Stolle, (Boston and Philadelphia.)

SMALL, MAYNARD & COMPANY are selling a novel of pure romance in "The Web of the Golden Spider," by Frederick Owen Bartlett, illustrated by Fisher and Relyea. The story is told with a dash and a joy that carry the reader completely out of himself. A penniless man and penniless girl, both of good family, meet in the streets of Boston. The police follow them and they hide in an empty house. There they are met by an adventurer mad with the lure of gold. He takes the girl away and the man follows, and after thrilling adventures the hidden gold is found in the heart of Africa. The girl's father is the possessor.

FREDERICK A. STOKES COMPANY will present, as usual, a good list of copyrighted books; in addition they will show several lines that have proved extremely popular. Their *Masterpieces in Color Series* will have at least six new volumes. There will be new volumes in their fine line of *Comic Juveniles*, notably a new "Outcault Buster Brown" book and a new "Foxy Grandpa" book. The *Glue Series*, which has had such splendid success, will have two new volumes—"The Circus That Glue Built" and "The Games That Glue Played." There will be two shaped *Toy Books* by Grace G. Wiedersheim. There will

also be a full line of new calendars, Christmas cards, and new designs in post-cards by Clarence F. Underwood, John Rae, Ethel Franklin Betts and other well-known American artists.

Travellers: Fred H. Newcombe, (large cities east of the Mississippi;) Frank H. Coombs, (Pacific Coast, Middle West and New York State;) H. F. Savage, (Southern States, Middle West and small towns in New England;) George W. Kelly, (smaller cities of Middle West.)

D. VAN NOSTRAND COMPANY have a long list of new technical books. Covering the subjects of special interest at the moment are S. R. Bottone's "Magnetos for Automobiles: How Made and How Used;" C. H. Sewall's "Lessons in Telegraphy;" W. W. Massie's "Wireless Telegraphy and Telephony Popularly Explained;" A. Russell's "Theory of Electric Cables and Networks;" "Weather and Weather Instruments;" H. D. Wilkinson's "Submarine Cable-Laying, Repairing and Testing;" several books on "Concrete," "Magnetism" and "Electricity;" A. Hildebrandt's "Airships Past and Present;" F. W. Lancaster's "Aerial Flight;" and many, many more for which the advertising pages must be consulted.

W. J. WATT & Co., New York, are showing three great sellers. "Princess Zara," by Ross Beekman, is the story of a clubman and society favorite, (who is *sub rosa* in the Secret Service of the U. S. Government,) and is sent to watch a Russian princess visiting New York on a supposed secret mission. After much adventure the hero is put in charge of the Secret Service of the Czar of all the Russias and is stationed in St. Petersburg. "A Million a Minute" is a romance of New York and Paris of to-day by Hudson Douglas; and "The Bishop's Emeralds," by Houghton Townley, continues to be tremendously popular.

Travellers: W. J. Watt (large cities;) H. K. Fly, (Pacific Coast.)

THE JOHN C. WINSTON COMPANY, Philadelphia, have several important new publications in their large lines of *International Bibles*, *New and Standard Books*, and *Popular Juveniles*. They will offer this year an entirely new Bible, in which the subject of Temporal Blessings is marked in red. It is not generally known that one text out of every nine through the Scriptures refers to blessings which Christians are promised in this world by the Word of God. In this new book each text bearing on this important subject is clearly indicated, in the same manner as is the Theme of Salvation in the "Christian Worker's Bible," which has been selling largely for several years. The "New Bible Helps," with all the material contained in the ordinary sized Bible Helps accurately brought up to date and arranged under one alphabet, were generally appreciated last year, and will be continued. President Roosevelt has written an introductory letter to "Neglected Neighbors," a book by Charles F. Weller, who was appointed by the President to investigate slum life in Washington. The

volume is very readable and fully illustrated. This house has ready a *Library of Popular Fiction*, containing more than 20 titles with new and attractive covers. Most of the books are now reduced in price for the first time; among them John Trotwood Moore's "The Bishop of Cottontown," which has had a large sale at \$1.50. Included in this series is an entirely new book which will have wide popularity, "The Adventures of the World's Greatest Detectives," by George Barton, a Government official, who narrates one great case of each of the world's greatest detectives in separate form, prefixed with a brief biography of the detective. The general treatment is similar to that of the Sherlock Holmes' stories, with the additional advantage that the stories are true and instructive. Wayne Whipple's "The Story-Life of Lincoln" has been selling widely all over the country, and in this the centennial year of the great Emancipator a continued demand is expected for it. This most interesting book is now presented in a new cover. The Winston line of *Photogravure Illustrated Books*, comprising about 60 volumes, is headed with "Washington: the City and the Seat of Government," by C. H. Forbes-Lindsay, of which some copies were delivered late last year. This work contains numerous photogravures and the subject is especially timely because this is an Inaugural year. "The Universal Self-Pronouncing Dictionary" has met an extraordinary demand and been adopted by many school boards throughout the country. It has a number of exclusive meritorious features. The "International Encyclopedia of Prose and Poetical Quotations" will also be appreciated. Clare Victor Diggins has drawn a very gay and catchy cover for his new "Toast Book," which is, nevertheless, sold at very reasonable prices. Among Juveniles, in which this house is particularly strong, some new copyright titles have been added to their line of low-priced *Alger Books*, which they feel will eliminate competition. They are also bringing out the new *Overland Series*, by Edward S. Ellis, the popular boys' author; a sequel entitled "Three Little Women at Work" to Mrs. Gabrielle E. Jackson's last book. They have added three new titles to the *Every Child's Library*, edited by Dr. Jesse Lyman Hurlbut: "Stories About Children from Dickens," "Pilgrim's Progress" (in which the language has been simplified), and "The Story of America." A beautiful new book, full of colored pictures and clever line drawings, is "Rhyme of Happy Childhood," by R. H. M. Fillebrown, published in very handsome style. "Aunt Charlotte's Stories of Bible History" is printed from entirely new type-set plates and improved where possible. The fact that several hundred thousand impressions were made from the old plates accounts for the resetting, but the book has not been substantially altered.

Travellers: Girard Buckman will visit the same trade as in former years. E. M. Leavens, A. L. Bonney, F. H. Whiteside, E. E. Jones, E. A. Merriam, and H. A. Noble will also be on the road. W. D. Hicks has been added to the travelling force. B. F. Hitchens continues in charge of the Western Branch of the Company located at Chicago.

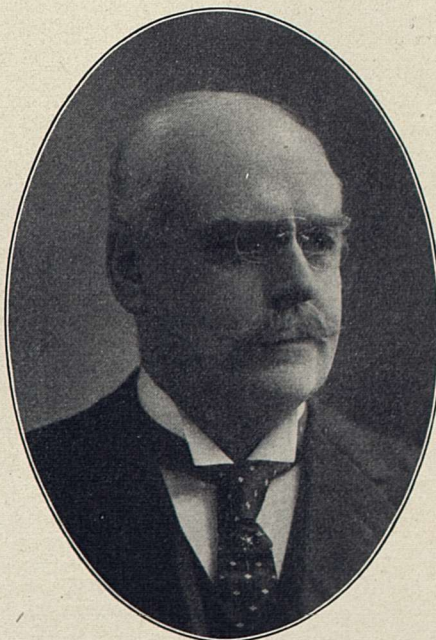
SOME OF THE MEN WHO DECIDE THE FATE OF THE BOOKS.

WILLIAM J. BARSE, of the Western Book & Stationery Company, also with Brewer, Barse & Company, Chicago, started in the book business in 1886 with Belford, Clarke & Company, and remained with them until 1891, when he left to take the position of buyer with the Western Book & Stationery Company, which was organized at that time by Clarke, Given & Hooper, who bought up the chain of book, stationery and music departments in several department stores from Belford, Clark & Company. A few years later Owen W. Brewer, at one time traveller for Charles Scribner's Sons, entered the concern, at which time Mr. Barse was put in charge of the book department in "The Fair," Chicago, and has remained there since that time. Three years ago the publishing firm of Brewer, Barse & Company was organized, Mr. Barse taking charge of that in addition to his other duties as buyer for their several book departments.

W. H. CATHCART, the general manager of the Burrows Brothers Company, of Cleveland, has just completed his twenty-seventh year in the book business, which would indicate that he has "got the habit." Mr. Cathcart claims to be a Scotchman, though his family had been settled in this country, in Martha's Vineyard, some time before 1680—long enough, in all conscience, to have worn off the burr of their brogue. Our Mr. Cathcart's family removed to Elyria, Ohio, where he was born toward the close of the war between the states. He was educated at the high school and entered the book business early in the eighties of the nineteenth century. It is characteristic of Mr. Cathcart not to "leave well enough alone." Any one acquainted with his kindly, smiling face, generously wrinkled with good nature, cannot have failed to detect underneath all this *bonhomie* firm and inflexible determination to overcome obstacles at all hazard and to reach out for higher and better things. It was therefore natural that young Cathcart after he had begun his business career, and had begun to feel the need of a better education, should have started for college—the Western Reserve University—where he was compelled to

make his own way, pay all his expenses, and work during the summer and holidays at the book business. This was before he had reached his majority. While in college he took up a library course and acted as college librarian for about three years. Graduating in 1890, he became secretary of the Taylor-Austin Company, of Cleveland, and in 1897 bought an interest in the Burrows Brothers Company, becoming secretary shortly after. Upon the withdrawal of H. B. Burrows from the active management of the business, Mr. Cathcart was made general manager of the company. In the way of outside interests, Mr. Cathcart is president of the Western Reserve Historical Society, one of the largest

historical societies in this country. He has also recently been put on the Board of Trustees of his old university. He is a member of the American Historical Association, American Bibliographical Association, and of the English Bibliographical Society. Mr. Cathcart has always been in the front in every movement to better the conditions in the booktrade and to raise the standard of bookselling. All in all he is a leader, not a follower. Would there were more such!



WARREN SNYDER

[Buyer for John Wanamaker.]

E. B. ENSWORTH, the secretary of the Brown, Eager & Hull Company, of Toledo, Ohio, though now buyer for some years for his firm, has still strong affiliations with his earlier connection with the booktrade—that of traveller. Mr. Ensworth's first ac-

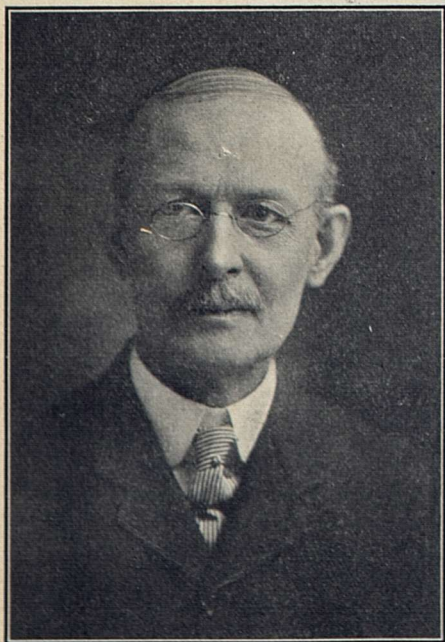
quaintance with the book and stationery business began in January, 1871, when, as a boy, he entered the employ of S. Bailey & Eager, one of the pioneer book houses in the West. Three years later—on January 1, 1874—he took up the work of travelling salesman for Brown, Eager & Hull. That was in the days, as many will be surprised to hear, when life on the road had few of the comforts of the present day—when the "drummer," to reach his customer, was often obliged to take long and dreary drives across country, over roads with the mud hub-deep, needing often the assistance of the never too energetic farmer to pull out of miry places a heavy load of trunks. And though the end of the day brought hunger and the longing for healthy sleep, the traveller was often obliged to forego the



WILLIAM J. BARSE

[Buyer for Western Book and Stationery Co.]

gratification of these natural longings because of the shortcomings of his hostelry, and to content himself with regarding with satisfaction his successful efforts in having over-



E. B. ENSWORTH

[Buyer for Brown, Eager & Hull Co.]

come the obstacles of the day. For twenty-eight years Mr. Ensworth endured the hardships of the road when he took upon himself the duties as buyer for his company, though for ten years before that a portion of that duty devolved upon him in addition to his services as traveller. When the firm of Brown, Eager & Hull was reorganized as the present company Mr. Ensworth became a minor stockholder, and has served several years as secretary of the company. Familiarity with the trials of the average commercial traveller has made Mr. Ensworth a specially appreciative friend of the men on the road, and, whether he is able or not to send them away with an order, they always do leave him cheered and uplifted by his encouraging manner and hearty handshake.

HERMAN KLEINTEICH, one of the most popular buyers in the East, was born in Brooklyn, N. Y., in 1865. Graduating from the grammar school in 1879, he obtained a position as errand boy at Leggat Bros., then at 3 Beekman Street—not a bad place for a book-loving boy to grow up in, for, though the store was run on rather a loose plan, its stock was always "prodigious," and as varied as it was immense, and somehow they did turn out some good booksellers at Leggat's, such as Warren Snyder, McHale, Sommer and Kleinteich, to mention but a few. In 1883, Kleinteich took a position as list boy in the American News Company, but a year later Leggat, having recognized the value of the boy, took him back. The next eight years Kleinteich devoted to training himself in every detail of the book business until he reached the position of buyer. In 1892 Kleinteich went to Boston to take the position of buyer and manager of the book and stationery departments of R. H. White & Co. Last year, in January, he returned to New York City to take charge of the book and stationery departments of the Siegel Cooper Co. Kleinteich, though reserved in manner, is easily approached, and has always had a way of making disinterested friends among the travellers and selling agents.

E. H. LAPHAM, the well-known and popular buyer for A. C. McClurg & Co., was born in Detroit, Mich., and, at the age of fifteen, started in the book business with E. B. Smith & Co., of his native city. After serving seven years with that firm he went to Des Moines, Iowa, to take a position with Redhead, Wells-lager & Co., then one of the most important book and stationery concerns in the West. Remaining with this concern three years Lapham, in 1881, went to Chicago and started to work as order clerk for Jansen, McClurg & Co., the predecessors of the firm with which he is now connected. Mr. Lapham is as full of vim and enterprise as ever, and for many years still will be found, we hope, on the bench with the youngsters.

WALTER S. LEWIS, the head of the book department of Strawbridge & Clothier, of Philadelphia, as any one might guess, is a "Buck-eye born and bred and proud of it!" He drew his first "pay" as a "printer's devil" in

the office of a country newspaper in northern Ohio. While still a boy his parents removed to Cleveland, where young Walter found work as an errand boy for the proprietor of the newsstand in the old Forest City House. At the age of eighteen he became salesman in the Ryder Art Store, where he remained until 1892, when he entered the employ of the Taylor-Austin Company. Mr. Lewis remained in the book business in Cleveland until the summer of 1900, when he took his present position at Strawbridge & Clothier's. Through his cheerful optimism and square dealing Mr. Lewis has made many friends among buyers and sellers of books.

WILLIAM J. SCHWARZ, manager of the book and stationery departments of the Henry Siegel Co., of Boston, has had a large and varied experience in his line. Starting in 1888, at the age of fifteen, with a bookseller in his native city, Zanesville, Ohio, and working his way for thirteen years through various grades of service, he took the position of buyer of books for Denholm & McKay, in Worcester, Mass., in 1901. From there he came to New York City to take charge of the stationery department of Brentano's. Then he went to Pittsburg, Pa., to open up a book department for the Joseph Horne Company. In February, 1906, he went to Boston, Mass., to become the buyer of books, stationery and music for the Henry Siegel Co. In January, 1908, he became traveller for the H. M. Caldwell Company, for whom he made an interesting and successful trip through the West. Last fall, however, the Henry Siegel Co. made him such a flattering offer to return to them and take charge of his old department, that he felt constrained to accept. Mr. Schwarz is still a young man—thirty-five years of age—and unmarried. As a descendant of good old German stock he believes in the old adage of his forefathers: "When you die, care not how much gold you leave behind you, but rather how many true friends," who are always necessary to help make a man in any undertaking. He is also of the opinion that a true German "smile" is a very quick friend finder.

WARREN SNYDER's entrance into the book business, which has led to the management of Wanamaker's book stores in Philadelphia and New York City, was entirely without premeditation or solicitation on his part. One morning early in December, over a quarter of a century ago, a letter came to him at his home near Hudson, N. Y., from Leggat Brothers, then the popular booksellers of New York, with whom he had been acquainted since he was a very small boy, asking him to come to New York and assist them in their bookstore during the holiday season. He responded to this call, and his services were so satisfactory that after the holidays were over and he was preparing to return to his home he was asked by the Leggats to remain with them permanently. While his ambition had always been to become a lawyer, his month's experience among books and book-buyers had been so fascinating that after a brief deliberation he decided to give up the



W. H. CATHCART

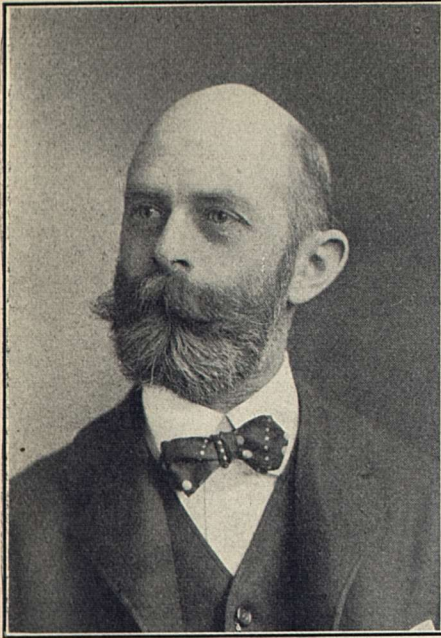
[Buyer for The Burrows Brothers Company.]

study of law and become a bookseller. "By this decision," as Mr. Snyder has often said in jest, "a bright and shining light was no doubt lost to the legal profession to make only an indifferent bookman"—an opinion



HERMAN KLEINTEICH

[Buyer for the Siegel Cooper Co.]



E. H. LAPHAM

[Buyer for A. C. McClurg & Co.]

which among bookmen he shares alone. In less than a year he was doing a part of the buying for the firm, which happened in this way: One day he heard a customer ask one of the older clerks for Longfellow's poems, and the answer was, "We are out of Longfellow's poems; we expect to have some in a few days." Several days later the customer came in again for Longfellow's poems. This time he was told by the same salesman that none had been received as yet. When the customer had gone, young Snyder asked the clerk if Longfellow's poems had really been ordered. The reply was, "I don't know; George does the ordering." "But you told the customer they had been ordered; why not ask George?" was the persistent query of the conscientious apprentice. "That's all right; don't get too smart; no one will thank you for it." After thinking over the matter for some time, Snyder said to one of the firm, "There are no copies of Longfellow's poems in stock, and we are having calls for them." Whereupon he was told to write for a certain number of copies. After that whenever a popular book was asked for that was not in stock Snyder made it a point to bring it to the attention of one of the members of the firm; and as he was invariably told to order some copies he finally omitted the formality of asking permission and ordered what, in his judgment, he thought was needed. Mr. Snyder says he still looks back to those early days in the business with considerable pleasure, although the work was hard and the hours long. Eight-hour days were not thought of then. The store opened at eight o'clock in the morning and closed at seven

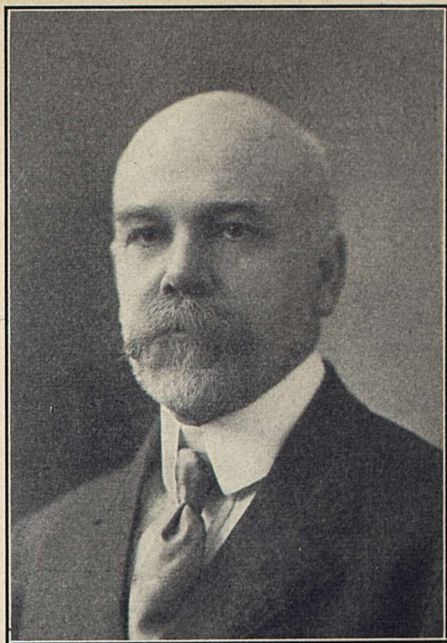
in the evening—sometimes later. When the annual trade sales began at George A. Leavitt's auction rooms about the middle of September, at which his firm were large buyers, an order went forth by Leggat Bros. that no engagements were to be made by the clerks until after the holidays, because they might be called upon to stay any night as business might demand. So Mr. Snyder in his younger days often made fourteen-hour days. During his career Mr. Snyder has had many opportunities of meeting the most distinguished men of our country and of forming pleasant acquaintances with many of these he met. It was either during his second or third day in the book business that he had the good fortune to sell to Mr. H. Q. Mack thirty-five dollars' worth of books—the largest sale he had yet made. This was the beginning of a friendship which lasts to this day. Strange to say that this early customer of Mr. Snyder's a few years after that first meeting built a residence on the bank of the Hudson near Mr. Snyder's former home, and but a few miles from where Mr. Snyder's ancestors settled two hundred years ago. Some twenty years ago Mr. Snyder left Leggat Brothers to take charge of the large book business of John Wanamaker's store in Philadelphia, and since the New York store was opened by Mr. Wanamaker, twelve years ago, he has also been the chief of the book business here. Although occupying the most prominent position in the booktrade of this country, which necessarily keeps him under a great strain most of the year, he still has a friendly greeting for each salesman who comes to solicit an order from him. He has often said, "The man who comes to sell to me is entitled to the same consideration and courtesy as the one who comes to buy." "Use both well" is his motto. Eleven years ago Mr. Wanamaker sent Mr. Snyder to Europe to look over the old-book market there, with the result that he bought a large quantity of rare and finely bound books. Since then he has made annual trips to Europe which occupy something over two months each time, so that he is well known among the bookshops of the principal cities of Great Britain. Several years ago, at Mr. Wanamaker's suggestion, he bought out the entire retail business of Henry T. Coates & Co., (formerly Porter & Coates.) After running the store at its old location for four or five months, during which time he had disposed of a large part of the stock, he divided what remained between the Philadelphia and New York stores. Did space permit, it would be interesting to have Mr. Snyder tell of the salesmen who came to sell to him when he first began to buy books, many of whom have long since passed from these scenes, among them Swaine, Kimball, Reed and others.

EUGENE SOMMER, one of the best-liked buyers on the Pacific Coast, is a German by birth, who, twenty-five years ago, began his career in the book business as a list-boy for Leggat Bros. Having acquired some experience in handling books he secured a better position in A. W. Lovering's bookstore on Broadway,

near Tenth Street, in New York City, where he remained seven years. Later he became associated with John D. Williams, then better known as a publisher and bookseller than he now is. His first experience in department store book-buying was with the Liebmann Co., of Brooklyn, from where he went to Philadelphia to Lit Brothers. In 1901 he went to San Francisco to take charge of the book and stationery departments of The Emporium, where he remained until September, 1908, when he became manager of The White House, (Raphael Weill & Co.,) also in San Francisco. Mr. Sommer is still a young man and practically only at the beginning of his career, which promises to be a large and brilliant one.

LEONARD H. WELLS, buyer for the Powers Mercantile Company, of Minneapolis, fourteen years ago started in to build up for his firm a book business that in quality is surpassed by none in this country. They cover every field of literature, and deal extensively in rare and old editions, importing direct from the foreign book markets. Current fiction, though not neglected, forms but a small part of their business. In short, The Powers Mercantile Company, aside from its other interests, aims, first of all, to run a model bookstore. There is nothing too good or too expensive for their trade, and they sell books every business day of the year. Mr. Wells also runs an exceptionally well-equipped stationery department, and, as a diversion, looks after one of the largest and most handsomely equipped drug departments in the United States.

FRED. E. WOODWARD, department manager and buyer for Woodward & Lothrop, Washington, D. C., was born in Damariscotta, Maine, and has been engaged in mercantile pursuits all his life, (except for a few years given to civil engineering,) first in Boston, Mass., and since 1883 in the capital city of the nation. Several other departments occupied his attention, including the management of Woodward & Lothrop's branch store in Richmond, Va., in 1891-93; but, in 1893, he assumed exclusive charge of the book department, and under his training he has seen it grow from a small beginning into one of the best appointed and most completely equipped bookstores in the United States, the character, quality of stock and general tone being second to none. Mr. Woodward is a little over fifty years of age, but the years sit lightly upon him, and few excel him either in ceaseless activity or powers of endurance. His literary taste is well developed, and not unfrequently his friends are made recipients of unique specimens of his artistic or poetical ability. Unvarying good health, a cheerful disposition and a retentive memory go far to round out the characteristics of one whom the travelling men all like to meet. Mr. Woodward is a brother of S. W. Woodward, of the firm, is married, and with his wife and two daughters resides in Washington city. He is a member of the Methodist Church, South, and has always been active in the work of church and Sunday-school; of the Columbia



WALTER S. LEWIS

[Buyer for Strawbridge & Clothier.]

Historical Society, of the District of Columbia Library Association, and of the American Society of Psychical Research, to which latter association he has devoted much time and study.

DEPARTMENT STORES

With the name of the buyer of books and allied lines in each.

ALABAMA.

Birmingham.—Loveman, Joseph & Loeb. (H. Baruch.)
Mobile.—L. Hamel D. G. Co. (Mr. Price.)
Montgomery.—The Fair. (Miss Lillian Lipscomb.)

CALIFORNIA.

Fresno.—E. Gottschalk & Co., Inc.
Los Angeles.—Broadway Dept. Stores. (C. R. Vient.)
 —Beeman & Hendee, Inc.—“The Baby Store.”
 —Bullock's. (Mr. Aiken.)
 —Central Dept. Store. (W. S. Atkins.)
 —A. Hamburger & Sons. (Western B. & S. Co., Chicago.)
 —A. Zollerbach & Sons.
Pomona.—Pomona Dept. Store.
Sacramento.—Weinstock, Lubin & Co. (J. P. Edwards.)
San Francisco.—Prager Co. (L. Cohen.)
 —The Emporium.
 —Raphael Weil & Co. (E. Sommer.)
San Jose.—O. A. Hale & Co. (N. A. Berkuist.)



WILLIAM J. SCHWARTZ

[Buyer for Henry Siegel Company.]

COLORADO.

- Denver*.—Daniels & Fisher Stores Co. (Kate Logue.)
 —Denver D. G. Co. (H. Shields.)
 —Golden Eagle D. G. Co.
 —Joslin D. G. Co. (Wm. Bruce.)
 —A. T. Lewis & Co.
Pueblo.—The Crews-Beggs D. G. Co. (J. D. Kellogg.)

CONNECTICUT.

- Bridgeport*.—Smith, Murray & Co. (F. E. Blake.)
 —Howland D. G. Co. (S. C. Parker.)
Hartford.—Brown, Thomson & Co. (F. H. Le Pard.)
 —G. Fox & Co. (Miss Burroughs.)
 —Wise, Smith & Co. (S. Youngman.)
New Haven.—The Edward Malley Co. (Miss Belle C. Morris.)

DISTRICT OF COLUMBIA.

- Washington*.—S. Kann, Sons & Co. (S. Nye.)
 —Palais Royal—A. Lisner. (A. S. Heller.)
 —Woodward & Lothrop. (F. E. Woodward.)

GEORGIA.

- Savannah*.—Leopold Adler. (Ed. Mayer.)

ILLINOIS.

- Chicago*.—Allbaugh-Dover Co. (M. R. Myers.)
 —Boston Store. (H. B. Runyan.)
 —Butler Bros., Wholesalers. (C. C. Olsen.)
 —Carson, Pirie, Scott & Co. (T. E. Nolan.)
 —Marshall Field & Co. (Messrs. Harwood & Grund.)

Chicago (Continued.)

- Hillman's. (G. L. Israel.)
 —Kestermair Bros., South Chicago Dept. Store.
 —Sol. Klein. (A. Novotny.)
 —Rothschild & Co. (Miss K. Ritchie.)
 —Sears, Roebuck & Co. (P. A. Murkland.)
 —Siegel, Cooper & Co.
 —"The Fair." (W. J. Barse.)
 —Montgomery Ward & Co. (Duke Hill.)
 —W. A. Wieboldt & Co. (Mr. Andersen.)
Decatur.—Linn & Scraggs D. G. Co. (C. A. Gille.)
Galesburg.—O. T. Johnson Co. (C. S. Cole.)
Peoria.—Schipper & Block.
 —P. A. Bergner & Co. (W. Schwentser.)
Rockford.—D. J. Stewart D. G. Co. (Leonard Lundine.)
Streator.—D. Heenan Mercantile Co. (J. A. Finlen.)

INDIANA.

- Bloomington*.—The Wicks Co.
Elkhart.—H. B. Sykes & Co.
Ft. Wayne.—Woolf & Dessauer. (Simon Dessauer.)
 —Beadell & Co. (Mr. Beadell.)
 —Rurode D. G. Co. (Mr. Mills.)
Hammond.—Kaufman & Wolf.
Indianapolis.—Pettis D. G. Co. (J. E. Keller.)
 —Indiana D. G. Co. (F. H. Sudbrock.)
 —H. P. Wasson & Co. (A. H. Howard.)
Terre Haute.—A. Herz. (M. E. Herz.)
 —Kleeman D. G. Co. (Miss B. O'Donnell.)
 —Root D. G. Co. (F. Knadler.)
Valparaiso.—J. Lowenstine. (G. W. Bartholomew.)

IOWA.

- Charles City*.—The Ruste Co.
Davenport.—Harned & Von Maur. (Mr. Von Maur.)
 —J. H. C. Petersen's Sons. (W. Heesch.)
Des Moines.—Yunker Bros., Inc. (Miss B. F. Copp.)
Ottumwa.—W. J. Donelan & Co. (Miss L. Darnaby.)
Sioux City.—The Pelletier Co.
 —T. S. Martin Co.

KENTUCKY.

- Louisville*.—The Stewart D. G. Co. (Mrs. F. Davison.)
 —J. Bacon & Sons. (C. W. Sherwood.)
 —Kaufman, Straus Co. (Z. Jacoby.)
 —Herman Straus & Sons Co., Inc. (Miss J. Levi.)

LOUISIANA.

- New Orleans*.—Maison Blanche. (Miss K. Connelly.)
 —D. H. Holmes Co. (Edw. Bonnet.)

MAINE.

- Lewiston*.—The Great Dep. Store. (Arthur L. Payne.)
Portland.—Porteous, Mitchell & Braun Co. (O. A. Moore.)
 —J. R. Libbey Co. (Ralph Libbey.)

MARYLAND.

Baltimore.—A. A. Brager. (T. G. Hardesty.)
 —Eisenberg's. (Mr. Bender.)
 —Joel Gutman & Co. (S. Rudolph.)
 —N. Gutman & Co. (Herbert Gutman.)
 —Hochschild, Kohn & Co. (W. Sondhein.)
 —Stewart & Co. (Max Hesslein.)
 —Baltimore Bargain House, Wholesale.
 (Mr. Sebold.)

MASSACHUSETTS.

Boston.—Houghton & Dutton. (W. J. Norcross.)
 —Jordan, Marsh Co. (E. A. Pitman.)
 —Murphy Bros. (J. J. Murphy.)
 —Henry Siegel Co. (Wm. J. Schwarz.)
 —Timothy Smith & Co. (Wm. DeNeil.)
 —R. H. White Co. (Sol. Abbott.)
Fall River.—R. A. McWhirr Co. (A. J. Potvin.)
 —E. S. Brown & Co. (Miss Blake.)
Haverhill.—Mitchell & Co. (Miss G. W. White.)
Lawrence.—Reid & Hughes Co. (Miss Palmer.)
Lowell.—A. G. Pollard & Co. (J. J. Mountain.)
Lynn.—P. B. Magrane & Co. (T. Sullivan.)
Salem.—Almy, Bigelow & Washburn. (H. L. Barker.)
 —W. G. Webber Co. (W. E. Churchill.)
Springfield.—Forbes & Wallace. (E. Noyes.)
Worcester.—Barnard, Sumner, Putnam Co. (D. T. Quinn.)
 —Denholm & McKay Co. (W. C. Everett.)

MICHIGAN

Bay City.—Hawley D. G. Co. (C. R. Hawley.)
Detroit.—Wm. H. Elliott & Co. (J. T. Thorburn.)
 —J. L. Hudson Co. (Miss M. E. Crittenden.)
 —Partridge & Blackwell. (F. R. Hettinger.)
Grand Rapids.—Chas. Trankla & Co. (H. G. Robertson.)
 —Hazeltine Perkins Drug Co. (J. H. Hagy.)
 —Herpolsheimer Co.
Jackson.—L. H. Field. (Miss Brown, Miss Herrington.)
Kalamazoo.—J. B. Jones' Sons Co.
Lansing.—Cameron & Arbaugh Co.
Saginaw.—Wm. Barie D. G. Co. (W. D. Broome.)
 —M. W. Tanner Co.
Traverse City.—Hannah & Lay Mercantile Co.
 —Cantile Co.

MINNESOTA.

Duluth.—I. Freimuth. (D. Loevns.)
 —Johnson & Moe. (A. O. Anderson.)
 —Panton & White Co. (Wm. Gow.)
Minneapolis.—Dayton D. G. Co. (N. McCarthy.)
 —Butler Brothers, Wholesalers. (W. A. Buchanan.)
 —L. S. Donaldson Co. (F. O. Williams.)
 —Minneapolis D. G. Co. (W. C. Whitney.)
 —Powers Mercantile Co. (L. H. Wells.)
St. Paul.—Mannheimer Bros. (J. A. Belmeur.)
 —"The Golden Rule." (St. Paul B. & S. Co.)



EUGENE SOMMER

[Buyer for the White House—Raphael Weill & Co.]

MISSOURI.

Kansas City.—G. Bernheimer Bros. & Co. (J. H. Bernheimer.)
 —Jones D. G. Co.
 —G. B. Peck D. G. Co. (P. A. McKenna.)
 —Emery Bird Thayer D. G. Co. (H. R. Horr.)
St. Joseph.—Townsend, Wyatt Co.
St. Louis.—Wm. Barr D. G. Co. (P. J. Sefranka.)
 —Butler Bros., Wholesalers. (F. B. Hull.)
 —"Famous." (I. Solomon.)
 —Stix, Baer & Fuller. (Thos. D. Porcher.)

NEBRASKA.

Lincoln.—Miller & Paine. (Albert House.)
 —H. Herpolsheimer Co. (D. Young.)
Omaha.—The Bennett Co. (Henry Kieser.)
 —J. L. Brandeis & Sons. (Western B. & S. Co.)
 —Hayden Brothers. (P. H. Johnson.)
 —Thos. Kilpatrick & Co.

NEVADA.

Reno.—Gray, Reid, Wright Co.

NEW JERSEY.

Newark.—L. Bamberger & Co. (G. J. Schindel.)
 —Hahne & Co. (Max Hesslein.)
 —W. V. Snyder. (Miss Hoopp.)
Trenton.—S. P. Dunham & Co. (Miss M. Cross.)
 —S. E. Kaufman. (S. E. Kaufman.)



LEONARD H. WELLS

*Buyer for The Powers Mercantile Company.]

NEW YORK.

- Albany.*—W. M. Whitney & Co. (C. W. Lamb.)
— John G. Meyers Co. (Mr. Chalmers.)
Binghamton.—Fowler, Dick & Walker. (Miss H. Mason.)
— Hills, McLean & Haskins. (Miss M. J. Sharpsteen.)
Brooklyn.—Abraham & Straus. (A. Eckel.)
— H. Batterman. (Louis Dames.)
— The Berlin. (N. H. Levi.)
— Burden & Co. (Miss G. Smith.)
— Frederick Loeser & Co. (J. Ray Peck.)
— John McCormick. (John J. Daly.)
— A. D. Matthews' Sons. (H. J. Doggett.)
— Price & Rosenbaum.
Buffalo.—Adam, Meldrum & Anderson Co. (H. J. Simons.)
— J. N. Adam & Co. (W. A. Brost.)
— The Wm. Hengerer Co. (Miss M. Sturdivant.)
Ithaca.—Rothschild Bros. (J. Rothschild.)
Jamestown.—Jones & Audette. (C. L. Audette.)
New York City.—Barnett Bros. (J. L. Barnett.)
— Best & Co. (Mr. Rieff.)
— Bloomingdale Bros. (S. Mayers.)
— Blumstein's. (Miss Fitzpatrick.)
— Butler Bros., Wholesalers. (H. Gerlach.)
— H. B. Claflin & Co. (W. H. Arnold.)
— John Daniell, Sons & Sons. (Mrs. T. A. Jeannot.)
— Ehrich Bros.
— 14th St. Store. (Frank Chamberlain.)
— H. C. F. Koch & Co. (Miss Rose Joseph.)

New York City (Continued.)

- J. Lauchheimer & Co., 86th St. and 3d Ave. (E. A. Bayley.)
 —McPartland & O'Flaherty. (J. Callahan.)
 —R. H. Macy & Co. (Miss E. L. Kinnear.)
 —A. Neuhaus & Co., 466 Columbus Ave.
 —O'Neill-Adams Co. (Max Hesslein.)
 —Rothenberg & Co. (Frank Palmer.)
 —J. R. Senior Co. (C. F. Hallam.)
 —Siegel-Cooper Co. (H. Kleinteich.)
 —Simpson-Crawford Co. (Frank Chamberlain.)
 —Syndicate Trading Co., Wholesalers. (W. H. Arnold.)
 —John Wanamaker. (Warren Snyder.)
 —W. T. Walton, Jr. (W. T. Walton, Jr.)

Rochester.—E. W. Edwards & Sons. (Miss A. M. Smith.)

- Burke, Fitzsimons, Hone & Co. (Mr. Toole.)
 —Duffy, McInnerney Co. (K. W. Barry.)
 —McCurdy & Norwell Co.
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)

Schenectady.—H. S. Barney Co. (Miss E. A. Ledger.)

- Reeves-Luffman Co. (M. P. Swart.)
Syracuse.—E. W. Edwards & Sons. (Miss A. M. Smith.)

- Bacon, Chappell Co. (H. J. Groat.)
 —Dey Bros. (Mr. Murphy.)
 —The Hunter, Tuppen Co. (C. F. Tuppen.)
 —H. G. Stone (Walter Stone.)
Troy.—E. W. Edwards & Sons. (Miss E. A. Brown.)

- Frear's Bazaar. (E. A. Frear.)
 —E. C. Tower & Co. (E. C. Tower.)
Utica.—A. S. & T. Hunter. (C. A. Vencill.)
 —Robert Fraser. (M. J. McDermott.)

OHIO.

Akron.—M. O'Neil & Co. (J. D. Chandler.)

- G. H. Yeager & Co. (Miss Packard.)
Canton.—Kenny Bros. (J. H. Kenny.)

—W. R. Zollinger & Co. (H. Zollinger.)
Cincinnati.—Hanke Bros. (Wm. Davis.)

- Geo. W. McAlpin Co. (J. J. Robinson.)
 —John Shillito Co. (Western Book and Stationery Co., Chicago.)

Cleveland.—The May Co. (E. D. Stauffer.)

- The Bailey. (S. W. Gerhardt.)
 —Stearn Co. (Miss Reich.)

—Williams & Rogers Co. (P. J. Dolt.)
Columbus.—David C. Beggs Co. (C. M. Dillman.)

- The Z. L. White Co. (H. J. Scott.)

Dayton.—Elder & Johnson Co. (Fred Fleischauer.)

- Norwalk.*—C. F. Jackson Co. (A. P. Cole.)

Sandusky.—C. L. Engels Co. (C. L. Engels.)

- Springfield.*—The Edw. Wren Co. (Jas. Wren.)

Toledo.—W. L. Milner & Co. (Mrs. E. H. Hubbard.)

- The Clinton-Close Co. (A. W. Goodman.)

Youngstown.—J. N. Euwer's Sons. (John Euwer.)

- G. M. McKelvey & Co. (Miss Doggett.)

Zanesville.—The H. H. Sturtevant Co. (F. W. Pickup.)

OREGON.

- Portland.*—Lipman, Wolfe & Co. (Mrs. K. Ormsby.)
—Meier & Frank Co. (J. L. Meier.)

PENNSYLVANIA.

- Allegheny.*—Boggs & Buhl. (J. O. Young.)
Allentown.—Harned-Early Co. (Miss Holman.)
—Hess Bros. (Mary German.)
Altoona.—Wm. F. Gable & Co. (Mr. McFarland.)
Erie.—The Boston Store, Trask, Prescott & McKay Co. (Mr. Conrad.)
Harrisburg.—Dives, Pomeroy & Stewart. (L. Willis.)
Johnstown.—M. Nathan & Bro. (Miss M. Benshoff.)
Lancaster.—Leinbach & Co. (Miss B. Hostetter.)
—Foster & Cochran. (C. Wagner.)
—W. C. Hager & Bro. (Mrs. Masterson.)
—Soutter, Buchanan & Young. (Mr. Young.)
—Watt & Shand. (E. G. Eby.)
—Williamson's. (S. W. Shumaker.)
Philadelphia.—Gimbel Bros. (Jos. Scammell.)
—Lit Bros.
—N. Snellenburg & Co. (Edward Hugel.)
—Strawbridge & Clothier. (W. S. Lewis.)
—John Wanamaker. (Warren Snyder.)
Pittsburgh.—Joseph Horne Co. (Mrs. M. A. Lemon.)
—Kaufman Bros. (T. Edw. Jones.)
Reading.—Dives, Pomeroy & Stewart. (V. Eckland.)
—Lord & Gage.
Scranton.—Jonas Long's Sons. (Mrs. Kenny.)
Wilkes-Barré.—Jonas Long's Sons. (Mrs. Shevhan.)
—Fowler, Dick & Walker. (Thomas F. Heffernan.)

RHODE ISLAND.

- Providence.*—Callender, McAuslan & Troup Co. (K. G. Berger.)
—O'Gorman Co.
—The Shepard Co.

TENNESSEE.

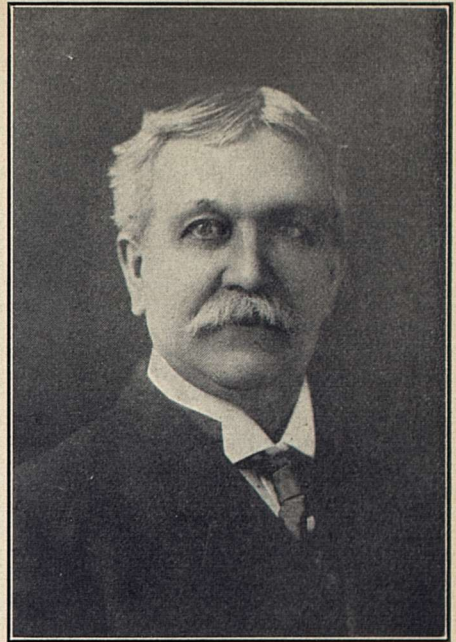
- Chattanooga.*—Miller Bros. (A. Mathis.)
Memphis.—J. Goldsmith & Sons Co. (David S. Levy.)
—Bry-Block Mercantile Co.

TEXAS.

- Austin.*—Scarborough & Hicks.
Dallas.—Sanger Brothers. (Mr. Millington.)
Ft. Worth.—The Fair. (J. M. Brown.)
San Antonio.—Wolff & Marx Co. (J. K. Sterne.)
—Joske Bros. Co. (Mr. Criswell.)
—Saul Wolfsohn D. G. Co. (A. Wolfsohn.)

VERMONT.

- Burlington.*—J. W. McAuslan Co. (Miss L. Michaud.)



FRED. E. WOODWARD

[Buyer for Woodward & Lothrop.]

VIRGINIA.

- Norfolk.*—Miller, Rhoads & Swartz. (J. H. Barrett.)
—Watt, Rettew & Clay. (B. R. Bunting.)
Richmond.—Miller & Rhoads. (A. L. Schmalzried.)
—The Cohen Co. (Miss Rose Duffy.)
Roanoke.—Watt, Rettew & Clay. (Mr. Johnson.)

WASHINGTON.

- Seattle.*—The Bon Marché. (Mrs. Lamb.)
Tacoma.—People's Store Co. (R. D. Cheney.)
—Rhodes Bros., Inc.

WEST VIRGINIA.

- Charleston.*—Warwick, Barrett & Shipley Co. (J. H. Barrett.)
Morgantown.—Acme Dept. Store. (L. D. Arnett.)
Wheeling.—Stone & Thomas. (W. E. Rownd.)

WISCONSIN.

- Fond du Lac.*—The O'Brien D. G. Co.
La Crosse.—Wm. Doerflinger Co. (E. J. Evans.)
Marinette.—Lauerman Bros.
Milwaukee.—Gimbel Bros. (Western B. & S. Co.)
—The Boston Store. (E. Higgins.)
—Espenhain & Co. (A. M. Levy.)
—Kroeger Bros. Co. (John Mundscha.)
—Schuster & Co. (Leo Arnstein.)
Oshkosh.—F. A. Plummer Co.
Sheboygan.—H. C. Prange Co.

SNAP SHOTS AT SOME OF THE MEN ON THE ROAD.

CLARENCE A. CALDWELL, the popular representative of Dana Estes & Co., hails from Canada. After serving his apprenticeship as a printer on a newspaper in Newmarket, Ontario, he went to Toronto, in 1888, to take a position in the book and jobbing department of Hunter, Rose & Co. Remaining there a year Caldwell "crossed the line" and came direct to New York City, where he secured an inside position with Longmans, Green & Co., at that time located at 15 East Sixteenth Street. In 1891 he became traveller for Brentano's, remaining with them until 1894, when he became head traveller for Estes & Lauriat, now Dana Estes & Co. For a time he had charge of his firm's New York office at 73 Fifth Avenue and then at 11 East Sixteenth Street. This office was discontinued in 1903, and Caldwell transferred his headquarters to the Hotel Kensington, and from there, in 1906, to the Hotel Imperial, at Thirty-second Street and Broadway, where he is now to be found during the months of August, September and December. He makes the California Coast and Canadian trip in the spring, and then makes the principal cities between New York and Chicago about three times a year, which naturally keeps him stirring the greater part of the time. However, hard work seems to agree with Clarence, who keeps his weight and equable temper as well to-day as he did when he first invaded the United States.

JOHN J. HAMILTON, of Thomas Nelson & Sons, as a New York lad, twenty-five years ago, started as a "list boy" at Whittaker's, in the Bible House. He left his first job when about eighteen to accept a position in the accounting department of Thomas Nelson & Sons, and after serving several years "on the books" he was given his opportunity "on the road." He alone of the travelling staff remained with the old firm when the Oxford University interests withdrew and established their own American branch. In point of service he is therefore the senior representative, and although forty only is his share of years, more than fifteen of them have been spent "doing" the South from Baltimore to Galveston. "Jack" Hamilton has a host of warm friends along his lengthy route, and is said to be as successful at the game of golf as he is known to be in booking big orders. He never, however, under any circumstances permits his favorite pastime to interfere with business, wherein he differs from so many other devotees of the sport, who will not allow business to interfere with golf. He can run down a "put" as safely and surely as he can land a coveted order, and is serenely happy whenever he accomplishes either.

H. A. HEDDING, JR., the principal traveller for Brewer, Barse & Company, of Chicago, is a hustling young man whose travelling experience in the book business was earned in connection with the publishing firms of the Bobbs-Merrill Company and the G. W. Dillingham Company. Mr. Hedding took his

new position on January 1, 1909, and in due course is expected to see the booktrade of a large part of the country, east, west and south, he now being on what is known as the "Coast trip." W. J. Barse will continue to sell the customers in Chicago, New York, Philadelphia and Boston that he has been selling for the past three years.

GEORGE R. HOBBY, one of the best known men, as he certainly is also the cheeriest, on the road, may be said to have been brought up on books from his earliest youth. His first "job," at the age of fourteen, was as list boy for the Orange Judd Company. Next he was appointed buyer for their retail store, then at No. 751 Broadway, in New York City. He remained there for three years, until this branch was discontinued, then went with C. T. Dillingham. In 1889 he went over to the firm of Thomas Y. Crowell & Co., and began to travel as their representative in the Middle West. He has remained in this territory, with occasional side excursions, ever since. During these twenty years of highly successful service he has established a chain of intimate friends behind every book counter in the Mississippi Valley. His laugh is contagious, and has been a valuable asset for his firm.

WILLIAM G. MARPLE will represent Lothrop, Lee & Shepard Co. in the South and Middle West this year, in place of J. J. F. Smith, who has made arrangements to represent another firm. Mr. Marple represents properly-applied service promotion, as eight years ago he began with Lee & Shepard in their shipping room in order to learn the business thoroughly. For several years he has been billing clerk, and has therefore not only a complete knowledge of his line, but is familiar with the personal and local features of each customer's business. Best of all, he has the ambition, character and intellectual force to win personal respect. He will deserve the courteous reception that his appearance invites, and will "make good."

ANDREW D. PIERCE, who covers the far West and the South, as well as parts of New England, for Little, Brown & Company, is a native of Boston and was educated in the public schools of that city. At an early age he entered the employ of Estes & Lauriat, where he remained until 1896, when he went with Roberts Brothers, then one of the largest and most important publishing houses in the United States. When Little, Brown & Co. acquired the publishing business of Roberts Brothers in 1898, Mr. Pierce changed employers, and a few years after made his initial trip on the road. "Andy," as he is familiarly called, is popular with the trade from Portland, Maine, to Portland, Oregon, and from Los Angeles to Atlanta. He frequently makes two trips annually to the Northwest and Southern California.

A. P. ROCHE, the head traveller for the G. W. Dillingham Company, in the early

eighties of the nineteenth century struck out for the West, intending to settle in Pawnee Valley, Kansas, and grow up with the country while raising cattle. After spending the better part of a summer on the plains, and foreseeing a hard winter ahead, Roche concluded that he had enough of frontier life and struck out for Kansas City, then a rapidly growing settlement of about sixty thousand inhabitants. In Kansas City he obtained a position in the bookstore of Osborne & Pitrat, and after a three years' apprenticeship returned East and became traveller for Frederick A. Stokes & Bro. Five years later he associated himself with James Pott & Co., representing their well-known lines of Bibles. Later he joined the travelling force of the Lothrop Publishing Company, remaining with them until the coming out of "Eben Holden," but, as Mr. Roche puts it, "Eben didn't hold him," and, after another venture in the West, during which the concern in Chicago with which he was connected collapsed, he returned to New York in 1902 and secured the position with the G. W. Dillingham Company which he fills to-day. Though it may appear that he is somewhat of a rolling stone, Roche nevertheless is a steady worker and keeps the many friends he has made on his wanderings.

C. C. SCHEPMOES, the well-known representative of the Oxford University Press, hails from the good old Dutch city of Kingston on the Hudson, N. Y., where, he claims, he was born in 1858. We can hardly believe that, having "Schep's" youthful, bright, shining face in our mind's eye; but, as he is as truthful as he looks youthful, we suppose we must let it go as he has set it down—but he doesn't look a day over thirty, as all his friends in the trade will admit. In December, 1872, "Schep" became the small boy in the bookstore of F. S. Wynkoop, Jr., in Kingston. The Wynkoops were staid business men and careful and conscientious employers, keeping the nose of their apprentices close to the grindstone, so that they might absorb knowledge by attrition as well as "by the book." Mr. Schepmoes's employer had three brothers in the book business—P. S. Wynkoop at Hudson, N. Y., and R. G. and J. G. Wynkoop at Syracuse. When his employer died, in 1877, Schepmoes continued in the employ of his successors, Forsyth & Wilson, until 1880, when he became traveller for the American representatives of the Oxford University Press, covering the Eastern and Middle States. In 1890 he added the Pacific Coast to his territory. When the American Branch of the Oxford University Press was established in 1896 Schepmoes joined their forces, and he is still selling "Oxford" Bibles to many of his original customers or to their successors. May he continue on his beat for at least a half a century to come.

HENRY B. SMITH, for fifteen years travelling representative of Thomas Nelson & Sons, was born among books, as it were, having been taken into his father's bookstore as soon as he left school. His father was Daniel Smith, of Newburgh, N. Y., who, in 1825, established himself in the book busi-

ness which is still conducted by Henry B. Smith's brother, N. S. Smith—the oldest business house in and about Newburgh. Ambitious to work in a larger field, Henry Smith came to New York City and obtained a position with Baker, Pratt & Co., the predecessors of Baker & Taylor Company. He remained only a short time with Baker, Pratt & Co., leaving them to take charge of the sales department of George Routledge & Sons. After several years' service in that position, owing to the illness of one of the firm's travellers, Mr. Smith took his place on the road and occupied it until 1894, when he joined the travelling force of Thomas Nelson & Sons, covering for them the Pacific Coast, New York, Pennsylvania, Boston and a few other New England cities. Mr. Smith, though quiet and reserved in manner, has won many friends on the circuit, who love and honor him for his honesty and courtesy and other lovable characteristics.

J. J. F. SMITH, who has succeeded H. W. Sully on the staff of travellers representing L. C. Page & Co., though still a young man, is by no means a stranger to the trade. Born in Boston in 1873, he entered the employ of the old firm of Lee & Shepard when he was fourteen years of age. He could have made no better beginning in the booktrade, because the firm of Lee & Shepard and its successors was always a splendid school for booksellers, as may be judged by the sound timber cut from that old concern. Obligated to begin at the beginning—at the very bottom of the ladder, where every journeyman worthy his hire must begin—Smith patiently worked his way up, rung by rung, until he became master of the details of every branch of the business. Lured by the *wander lust* of youth, and with a natural desire for the new experience, he took to the road eight years ago, covering for Lothrop, Lee & Shepard the entire South, part of the Middle West and Central States and all of New England. For L. C. Page & Co. he will cover practically the same ground, with the addition of Canada. We bespeak for him a hearty welcome and success in his new field.

RICHARD K. SMITH, the Eastern representative of A. C. McClurg & Co., may claim distinction in these columns both as a traveller and a buyer. Born in Albany, N. Y., in 1849, he started in business with S. R. Gray, of Albany, in 1863. Five years later he went to Chicago to take a position with the Western News Company. In 1873 he associated himself with Jansen, McClurg & Co. In 1886, when Mr. Jansen retired and the firm became A. C. McClurg & Co., Mr. Smith became the book buyer for the house. In September, 1906, when A. C. McClurg & Co. opened an Eastern office in the Presbyterian Building, 156 Fifth Avenue, New York City, Mr. Smith was appointed their Eastern representative. "Dick" Smith, as he is familiarly hailed by his acquaintances, has made a host of friends in the trade through his gentle and courteous manner and his eminent fairness in every position he has held, and they all hope that he may double up on his diamond jubilee.

THE SILVER ANNIVERSARY OF THE B. C. T.

THE following notice has been posted on the walls of Mecca and New York City, and is commended to all whom it may concern:

"In whatsoever direction the heads of the caravans of the commercial travellers for the book and stationery houses of the United States may now be directed—whether to the South, the West, the North or the East—to the East all the faithful will be headed in the month of Dulheggia, or December, as the infidels term it, leaving their sandals at the coffee house and bazaar called the Waldorf-Astoria, in the village of New York.

"At that time will be celebrated the silver anniversary of the B. C. T., the mystic symbols of the craft of travellers and famous story-tellers. The cavalcade will be headed by Sultan Billikins J. Kelly, assisted by Sheikh A. T. Leon, the Grand High Treasurer. In their train will follow the illustrious Scribe Murad J. Hovendon, the historian and other illustrious effendi, councillors and followers of the prophet. Among the guests expected from foreign climes will be the illustrious Padishah, the governor of the 'Keystone State,' ever a considerate and warm friend of the travellers for the booktrade, who hopes to be able to relinquish his seat at the grand State House in Harrisburg, Pa., long enough to lend his countenance to this celebration and for this night only. A feature in the gaily-caparisoned procession will be a water wagon, led or driven by Effendi Dave McKay, the unique publisher 'on the square'—that is, Washington Square—in the 'City of Brotherly Love.' Other attractions will follow. The feast will be made gay with light music, bright illumination, red lights, fragrant flowers and perfumes, refreshments of all kinds, enlivened by the antics of clever dancers, jugglers and zikkors, feats of strength and endurance—such as strap hanging on elevated, surface and subway cars—in brief, one round of entertainment and enjoyment such as has not been offered anywhere since the Arabian Nights Entertainments or as described in the pages of the Book of Barnum & Bailey's Three-Ring Show.

"All whom this notice may interest as well as those who may wish to be interested are warned to hoard their shekels against this event and to communicate with the illustrious Scribe Murad J. Hovendon at the bazaar of the Presbyterians, 156 Fifth Avenue.

"And may blessings and prosperity pour upon the faithful, for there is no God but God and 'Billikens' is His prophet this year Selah."

REPORT ON COPYRIGHT BILL.

AFTER a lengthy deliberation, extending throughout the Sixtieth Congress, the House Committee on Patents on February 22 agreed on a unanimous report on a general copyright bill. It is a bill on which Representative Washburn, of Massachusetts, and Representative Currier have been working all winter, and will be known as the Currier bill.

The so-called "canned music" clause, which has been agreed upon, recognizes the exclusive right of the composer to control his copyright, but provides that if he or any one under his authority uses the composition on a mechanical instrument, then all makers of mechanical instruments may use the composition on the same terms. The life of copyright is fixed at twenty-eight years, with a renewal period of twenty-eight years more.

STATIONERS' BOARD OF TRADE ANNUAL DINNER.

THE annual dinner of the Stationers' Board of Trade will be given on the evening of March 8 at the Hotel St. Regis. Among the speakers of the evening will be the Rev. Frederick W. Norris, the Hon. Job Hedges, the Hon. C. F. Moore, Joe Mitchell Chapple, C. E. Milnes Hey, Robert Frothingham and Charles Battell Loomis. The price per cover is \$6.50.

The seating capacity of the room in which the dinner will be given is limited, and those who desire to attend are requested to notify the committee promptly, as requests for places will be filled in the order of their receipt. All those in the trade will be welcomed, whether they are members of any one of the trade organizations or not. The affair will certainly be a noteworthy one in trade circles, and indications thus far point to a large and representative attendance.

PUBLIC PRINTING WASTE.

THE printing investigation commission created by Congress four years ago, of which Senator Platt is chairman and Representatives Perkins, of New York, and Charles Landis, of Indiana, have been active members, has completed its work and formulated a report which indicates the manner in which thousands of dollars heretofore spent for public printing can be saved to the government without detracting in the slightest from the benefits rendered to the public.

One of the most important features of the reforms to be effected will be the substitution of buckram for sheepskin for binding federal publications, a change which would have been adopted long ago had it not been for the opposition of the labor unions, which have advanced no good reason for following an obsolete style except that it made more work for the binders, and have made no attempt to answer the objection that within a comparatively few years sheepskin binding has so deteriorated as to become worthless, necessitating new binding or the abandonment of the volumes. This step is taken not only in the interests of economy, but in response to the protests of numerous librarians and the American Library Association.

Other reforms devised, and to some extent already in operation, promise the greatest economic saving, as is shown by the fact that last year the actual saving in the publication of *The Congressional Record* was \$43,000; on the publications of the Geological Survey,

nearly \$20,000, and on the year book of the Agricultural Department, \$37,000. Most of this saving is effected by a system which merely prevents the accumulation of these publications, held subject to the order of members of Congress and never utilized by them. So great had this accumulation become that there were stored in Washington 9500 tons of such matter, enough to fill an ordinary railroad train more than three miles in length, and costing the government for storage in rented buildings \$13,500 a year.

Under the lack of system which has hitherto prevailed the cost of public printing grew from \$200,000 in 1840 to over \$7,000,000 in 1905. Under the system which has been gradually established by the commission, the expenditures, despite the growth of the government, have fallen off, until they now show a reduction of 10 per cent. from the figures of 1905. While the commission has accomplished much, it recommends that the statutes be completely revised along lines indicated.

TWO-CENT LETTER RATE TO NEWFOUNDLAND.

TWO-CENT letter postage between the United States and Newfoundland will become a reality on March 1. The postage has hitherto been five cents. The announcement of the change gives general satisfaction, as Newfoundland alone of the British colonies has not been in the postal arrangement agreed upon last year.

HIGH PRICES FOR BOOKS ON FISHING.

At the John G. Heckscher sale at Merwin-Clayton's last week several rare books on fishing brought record prices. On the 16th, the earliest of all American works about fishes, and said to be the scarcest, brought \$253. The work is C. S. Rafinesque's "Ichthyologia Ohiensis, or, Natural History of the Fishes Inhabiting the River Ohio and Its Tributary Streams." The Heckscher copy is a first edition, printed for the author at Lexington, Ky., in 1820, the publisher's price being \$1. The copy is in elegant binding by Stikeman, and is said to be the finest specimen in existence so far as known. Only eight copies of this first edition are recorded. The book was knocked down at the figure named to Charles Scribner's Sons, who also secured for \$264 an extra-illustrated copy of William Scrope's "Days and Nights of Salmon Fishing in the Tweed."

On the 17th inst., the first edition of old Izaak Walton's "Compleat Angler," (London, 1653,) brought \$3900. The opening bid for this famous work was \$2000, and it was knocked down finally to George D. Smith, the underbidder being Henry Thorpe. This rarity drew a large crowd of book lovers to the auction rooms. Among those present was Bernard Quaritch, of London, who secured for \$125 a fine copy of John Taverner's "Certain Experiments Concerning Fish and Fruit," a very rare work, published in London

in 1600. The second edition of the "Compleat Angler," which was published in London in 1655, and considered by many collectors to be rarer than the first edition, was sold to Mr. Thorpe for \$780. He also obtained for \$350 the third edition, published in London in 1661; the reprint of the third edition published in London in 1664, for which he paid \$545, and the fourth edition published in London in 1668, which went to him for \$400. A fifth edition, London, 1676, went to A. H. Clark, of Cleveland, Ohio, for \$150.

A PROTEST AGAINST MODERN FICTION.

THE following order addressed by a prominent American bookseller to his London agent may be taken as an indication of the sentiment of many bookbuyers and booksellers as to the output of fiction in this country and in England during the last two or three years:

"Please reduce our standing order for new English novels to one copy. We had supposed that the average American novel was as poor as could be produced. We have reason to think that the English novel can double discount us for absolute lack of any qualification or reason for existence. It is a question whether both of them, the English and the American, are not worse than the old dime novel of America, or the 'Penny Dreadful' of England."

PERSONAL NOTES.

W. N. STURGES, formerly with Rand, McNally & Co., and more recently with George E. Newcombe & Co., has joined the selling force of Raphael Tuck & Sons Co.

DANA ESTES, the senior of the well-known publishing firm of Dana Estes & Company, of Boston, now travelling in Africa, has been heard from by cablegram. His message, which was dated Livingstone, Northwest Rhodesia, February 5, was this: "Have travelled through British East Africa to Uganda; circumnavigated the Victoria Nyanza, visiting all the Uganda and the German East African parts on the lake, and Indian Ocean. Also Zanzibar and Mozambique. Am following Livingstone's route on the Zambesi to Victoria Falls and beyond. Have escaped all illness. Shall continue through South Central Africa, Rhodesia and the Transvaal to the Cape."

BUSINESS NOTES.

CLINTONDALE, N. Y.—The Mezzo-Gravure Company has been incorporated to publish and sell books, magazines, etc., by E. J. Kelly, W. H. Bartholomew and R. I. Bartholomew, of Brooklyn, N. Y.

EL PASO, TEX.—The Gammel Publishing Company has purchased the Andrews Book Store.

FLINT, MICH.—M. E. Carlton has sold his stock to the M. E. Carlton Company, an in-

corporation of which M. E. Carlton is president and general manager, Mrs. Lydia E. Carlton secretary, and Edward F. S. Lauster, for the past several years in Mr. Carlton's employ, vice-president. They start with a capital of \$10,000. Mr. Carlton has conducted this business successfully for twenty-four years.

GRAND RAPIDS, MICH.—The Herpolsheimer Co. will open up, on March 20, a new book department in the basement of their store.

GREENVILLE, N. C.—The Evans Bookstore has sold out.

LANCASTER, OHIO.—E. P. Brennehan, it is reported, has made an assignment for the benefit of his creditors.

OSWEGO, N. Y.—Strait & Co., booksellers, have gone into voluntary bankruptcy. This firm is one of the oldest ones in this town. The firm, through its attorneys, Andrews & Ellis, filed a petition in bankruptcy with the clerk of the United States court at Utica, N. Y. The liabilities of the firm are a trifle less than \$5000 and the assets about \$7000.

REDLANDS, CAL.—The sale of the book and stationery store of Foote & Beatty marks the retirement from business of Miss Lucy E. Foote, who has been in the business for nearly twenty years.

SPRINGFIELD, MASS.—Henry R. Johnson has completed his arrangements for the alteration and occupation of the block soon to be vacated by Charles Hall's store on Main Street. Extensive changes are to be made and a handsome front of brick and terra cotta is to be built. Three stores will be put in on the front, the north being occupied by Johnson's bookstore. Mr. Johnson expects to have about three times as much room for his own store as he has at present.

BIBLIOGRAPHIC NOTES.

W. JUNK, Berlin, has published an interesting catalogue of botanical literature, ("Bibliographia Botanica,") which besides serving as a sales catalogue will also serve a purpose as a reference book on the subject. The catalogue, which contains 6891 titles, has as an introduction a scholarly essay on "Botanical Literature from the Bibliographical Point of View," by Mr. Junk. (18+288 p. 12°, cl.)

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Theodor Ackermann, 10 Promenadeplatz, München, Germany, Botany, zoology, geology, etc. (No. 572, 903 titles;) French history. (No. 573, 1075 titles;) Art, architecture, history, sport, dictionaries, etc. (No. 574, 12°, 134 p.)

Bowes & Bowes, 1 Trinity St., Cambridge, Eng., Mathematics. (No. 326, 2576 titles.)

F. A. Brockhaus, Leipzig, Germany, Monthly list of new books. (Vol. 53, 363 titles.)

Edmund D. Brooks, 89 Tenth Street, South, Minneapolis, Minn., Rare and standard books, mostly in fine bindings, including books from the Press of Aldus, 1513; presentation copies and first editions containing authors' signatures, including Wordsworth, Coleridge, Dickens, Keats; original drawings by Lush; books

with Cruikshank's engravings and original drawings; autograph manuscripts of noted authors, etc. (12°, 114 p.)

Burrows Brothers Co., Cleveland, Ohio, Americana, first editions, Shakespeariana, bibliography, printing, occult, etc. (No. 79, 877 titles.)

Frank W. Coburn, 31 Percy Road, Lexington, Mass., Americana, first editions, standard works, maps, prints, etc. (No. 17, 496 titles.)

The Dixie Book Shop, 41 Liberty Street, New York City, Miscellaneous books, and pamphlets on Railroads, canals and finance. (Obl. 12°, 18 p.)

Ernst Frensdorff, Königgrätzstrasse 44, Berlin, Germany, Archæology, biography, genealogy, art, natural history, etc. (8°, 418 titles.)

Henry Gray, London, Eng., Colored prints, including armorial plates of family arms, Vanity Fair cartoons, etc. (No. 3, 2109 items.)

John Heise, Syracuse, N. Y., Miscellaneous books, play-bills, portraits, views of theatres, autograph letters, etc. (No. 8, 338 items.)

The Bruno Hessling Co., Ltd., 64 East 12th St., New York City, Architecture, decorative and industrial art. Author's index. (8°, 40 p.)

Paul B. Hoeber, 69 East 59th St., New York City, Clearance list of recent medical books. (21 titles.)

Wilh. Jacobsohn & Co., Tanentzienstrasse nr. 11, Breslau, Germany, Natural history. (No. 230, 12°, 74 p.)

Kimball Bros., 618 Broadway, Albany, N. Y., Americana, etc. (No. 19, 245 titles.)

C. F. Liebeck, 1261 East 67th St., Chicago, Ill., Americana and miscellaneous. (No. 4, 450 titles.)

Joseph McDonough Co., 98 State St., Albany, N. Y., Freemasonry, Americana, Italy, classics and a few engravings. (No. 249, 708 titles.)

Niel Morrow Ladd Co., 646 Fulton St., Brooklyn, N. Y., Americana, (No. 42, 407 titles;) also, Miscellaneous. (No. 43, 800 titles.)

Noah Farnham Morrison, 314 West Jersey St., Elizabeth, N. J., Americana, drama and Shakespeare. (No. 99, 497 titles.)

Daniel H. Newhall, 508 Tribune Bldg., New York City, Lincoln. (No. 27, 85 titles.)

Martinus Nijhoff, a la Haye, Miscellaneous. (No. 366, 465 titles.)

Leo S. Olschki, Florence, Italy. (No. 62, 123 titles.)

Theo. E. Schulte, 132 East 23d St., New York City, Americana, Lincolniana, Audubon plates, new thought, association books, standard sets, etc. (No. 32, 801 titles.)

Simmel & Co., Rossstrasse 18, Leipzig, Germany, The Orient, theology. (No. 227, 4258 titles.)

William Thomson, 35 West 42d St., New York City, Napoleoniana, Dickens, art, caricature, bibliography, etc. (302 titles.)

Union Library Association, 225 Fifth Ave., New York City, First editions, Kelmscott and Essex House Press books, Cruikshankiana, autograph letters, etc. (No. 62, 8°, 28 p.)

LITERARY AND TRADE NOTES.

DUFFIELD & Co. expect to bring out in May Elinor Glyn's new book, "Elizabeth Visits America."

JOHN LANE COMPANY publish this week "The Lost Cabin Mine," by Frederick Niven. This tale of Apache Kid and his friends presents a vivid picture of Western mining life with stirring incident.

RICHARD EDWARD KING, the London bookseller who succeeded in swindling a number of English dealers in old books out of considerable money, has been sentenced at the Old Bailey to fifteen months' hard labor.

G. P. PUTNAM'S SONS have just ready a volume of stories called "A Resemblance, and Other Stories." The collection is the work of Miss Clare Benedict. Many of the stories in the present volume have appeared from time to time in the leading magazines of the country, while others have not hitherto been published. Miss Benedict is a niece of Mrs. Constance Fenimore Woolson, and shows the family talent. They are to issue a translation of "Madame, Mother of the Regent," the book left almost completed by the late Madame Louise Cécile Vincens, known better by her pen-name, "Arvède Barine."

DODD, MEAD & Co. have nearly ready a new book by Amelia E. Barr, entitled "The Hands of Compulsion," a story of the Isle of Arran; also, a collection of stories by Mary Cholmondeley, entitled "The Hand of the Latch," all of them about women, which have a geographical range from the Rocky Mountains to London.

JAMES POTT & Co. have added to their line this year many new sizes and styles of black-face type Bibles, with or without references, on white and India paper, at popular prices. In their Prayer Books and Hymnals also many new leathers and styles of bindings have been introduced. A special line of books of travel is in preparation of which the titles will be given later.

D. C. HEATH & Co. publish a selection of Till Owlglas's merry pranks, edited, with exercises, notes and vocabulary, by F. Betz, Instructor in German in the East High School, Rochester, N. Y. They will also publish in the spring a tender and beautifully-told story by Helene Stöckl, entitled "Alle fünf," provided with notes and vocabulary by Dr. Wilhelm Bernhardt, Washington, D. C.

THE OLIVER DITSON COMPANY have just brought out a delightful book of songs for children, entitled "Chimes of Childhood." The words are by Annie Willis McCullough, an experienced teacher of little children, and the music is by Ida Maude Titus. The songs are easily within the range of the average child's voice, and the ditties are really, as the sub-title has it, "singable songs for singing children."

THE CENTURY COMPANY will publish in March Ernest Thompson Seton's "The Biography of a Silver Fox." This story has been

running serially in the *Century Magazine*. In it, under the guise of fiction, the author gives many of the results of his studies of the habits and mode of living of the fox as that animal is found in his native woods as well as in captivity. The forthcoming book will be furnished with illustrations by the author.

LITTLE, BROWN & Co. have in preparation a volume entitled "The Yacht for Racing and Sailing—its Management and Handling," by Edwin A. Boardman, who knows his subject both as a designer and as a sailor. The former half of the book is devoted to the matter of preparing a yacht for a race, the second half to sailing her; that is to say, to the strategy of a race. The illustrations are original plans and diagrams and instantaneous photographs of yachts in a race.

JOHN W. LUCE & Co. will bring out shortly the last two volumes of the complete edition of Oscar Wilde's works, which will contain specimens of his early criticisms of his allies and admirers, and of those authors, artists and dramatists whom he preferred to regard as Philistines. Nearly all of these writings belong to the period when he was furnishing Du Maurier with subjects for his most pointed jests, but some were written later, in the time of "Dorian Grey" and of "Salome."

B. W. DODGE & Co. will bring out early this spring a novel of American society by Forrest Halsey, entitled "Fate and the Butterfly." Mr. Halsey's settings are New York, Egypt, Florence and again in New York. His narrative telling of the loves and lives of one woman and three men of widely divergent types, is startlingly vivid. The butterfly heroine, hounded by fate and hypocritical convention, till the final breaking of her beautiful wings, is said to be a genuine addition to American prose fiction.

THE J. B. LIPPINCOTT COMPANY for the third year in succession issue a new "out-door" book appealing especially to people of limited means who only have a small piece of land, a backyard, or even a window available. The latest addition is "The Home Garden," by Eben E. Rexford, handsomely illustrated and durably bound, which will be published March 1. Last year's book of this character was "The Small Country Place," by Samuel T. Maynard, and the year before "Four Seasons in the Garden," by Eben E. Rexford.

D. APPLETON & COMPANY will publish in March a volume on "Bird Hunting Through Wild Europe," by R. B. Lodge, author of "Birds and Their Story," etc. This is a narrative of three expeditions to remote and comparatively little-known parts of Europe, through the marshes, forests, and plains of Spain and many of the Balkan countries—Bosnia, Montenegro, Albania and Roumania—with gun and camera in search of rare birds. Nearly two hundred species of birds were met with, many of them very little known to ornithologists.

A RECORD price of \$3900 was paid in New York last week for a first edition of Isaac

Walton's *Compleat Angler*," published in 1653, and the second, third and fourth editions of the book brought very high prices. Though there has been a constant multiplication of this quaint and delightful classic for more than two centuries, its appeal now seems to be stronger than ever. Never perhaps has it had an embodiment of such peculiar and appropriate charm as Bruce Rogers has given it in the *Riverside Press* edition, limited to 400 numbered copies, which Houghton Mifflin Company will bring out this spring.

HARPER & BROTHERS have just ready a new book by Louise Closser Hale, entitled "The Actress," a subject of which Mrs. Hale should know a good deal. "The Actress"—written, by the way, in the first person by the actress herself—is the story of a charming, talented New York girl who at first gave up her lover for her career, and at last gave up her career for her lover. The book is fresh, original and humorous. They have also under way a new edition of "The Life and Letters of Lord Macaulay," by his nephew, Sir George Otto Trevelyan, with Macaulay's marginalia and other new material of supreme and delightful interest.

DOUBLEDAY, PAGE & Co. have just ready a new novel by Stanley J. Weyman called "The Wild Geese." It is a novel of adventure, the scene of which is laid in Ireland in the latter half of the eighteenth century. The Wild Geese are coast smugglers, and among them the scion of an ancient Irish family returns from Sweden to look after the interests of his ward, a young Irish girl, who is filled with the most ardent devotion for the cause of her country. Another book just brought out by this firm is "Puck of Pook's Hill," in the pocket edition of Kipling's works. Further installments in this edition will be issued during the spring and summer months.

HENRY HOLT & Co. will publish on March 6 "The Bob's Cave Boys," by Charles Pierce Burton, a sequel to his "The Boys of Bob's Hill," now in its third edition. The new story recounts the exploits and good times of a group of boys in a New England village. They will publish on the same date another book for young people, entitled "Witter Whitehead's Own Story," by Henry Gardner Hunting, rather a new departure in juvenile fiction, as it reflects accurately the life of the working boy in a large city. The hero is a wagon-boy in a big department store. The story has to do with a splash of whitewash, some stolen silver, and a house that wasn't vacant.

D. C. HEATH & Co. have in preparation the first part of Dante's *Divine Comedy*—"The Inferno"—with introduction and notes by Professor C. H. Grandgent, of Harvard. This publication is intended not merely for college students, but quite as much for the general literary public. The needs of those whose Italian equipment is scanty have been kept in mind, and while unnecessary erudition has been discarded, all information requisite for the understanding of Dante and his

poem has been included. They have also in preparation for the spring two stories by the distinguished writer Fogazzaro, edited with introduction, notes and vocabulary by Dr. de Salvo, of Northwestern University.

THE BALL PUBLISHING COMPANY will publish shortly William J. Stead's "How I Know That the Dead Return," an account of the author's experience with his own hand, which, according to him, not only writes messages from the dead entirely without his conscious volition, but has been known to give him a minute account of an incident as to which the chief actor had no intention of sending him any information. They also announce "Beyond the Borderline of Life," by Gustavus Myers, who reviews the present opinions of scientific men in regard to psychical research, describes Professor Botazzi's experience with Eusapia Palladio, and recounts some new cases of "cross-references" in the "communications" of two mediums.

THE new volumes of the Tudor Translations, published in London by David Nutt, are to contain Boccaccio's "Decameron." It is pointed out that though this version was first issued as late as 1620 it is Elizabethan in style and method and therefore is well within the scope of the series planned by Mr. Henley. Edward Hutton has written an introduction for the work, which is to fill four volumes. Volumes I and II will be delivered to subscribers next month, and volumes III and IV in May at latest. Many volumes of the Tudor Translations are now out of print, including the "Montaigne," the "Apuleius," the "Plutarch," the "Don Quixote," the "Suetonius" and the "Froissart." Nearly out of print is "The Courtier" of Castiglione, and the "Rabelais."

THE MACMILLAN COMPANY have just ready a work on "Social Life in Rome in the Age of Cicero," described as a picture of life, manners, education, morals, religion "in the intensely interesting period of the later Roman Republic," by W. Warde Fowler; "The One-Volume Commentary on the Holy Bible," containing introductions by famous scholars to each of the books of the Bible, with extensive notes, and a series of articles dealing with the larger questions suggested by the Bible as a whole, edited by the Rev. J. R. Dannelow, of Cambridge; "What is Pragmatism?" a statement "in plain terms" of just what the word pragmatism means, by Professor James B. Pratt; "Pisa," the latest addition to the *Medieval Towns Series*, by Janet Ross and Nelly Erichsen, with illustrations by the latter; also, "A Treatise on Zoology," Part I., edited by Sir E. Ray Lankester.

LONGMANS, GREEN & Co. will publish shortly in the *Oxford Library of Practical Theology* a book entitled "Immortality," by the Rev. E. E. Holmes, Honorary Canon of Christ Church, author of "In Watchings Often." Other books to be brought out at once are "The Gospel and Human Needs," the Hulsean lectures for 1908-1909, with additions, by Dr. John Nevill Figgis, of the

Community of the Resurrection, Mirfield; "The Message of the Church in Collect, Epistle and Gospel," a series of notes in two volumes, by Henry Martyn Sanders, Vicar of St. John's, Highbury; "The Witness of the Wilderness; Badawin Life in the Desert, their Origin, History, Home Life, Strife, Religion, and Superstitions in their Relation to the Bible," by the Rev. G. Robinson Lees, author of "Village Life in Palestine," illustrated; also, "The Human Species—its Specific Characteristics Considered from the Standpoint of Comparative Anatomy, Physiology and Pathology," by Dr. Ludwig Hopf, of Stuttgart, with seven plates and 217 illustrations in the text.

FLEMING H. REVELL COMPANY have nearly ready a volume entitled "Mountains and Valleys in the Ministry of Jesus," a devotional study of the life of Christ, by the Rev. G. Campbell Morgan; "Life in the Word," a defense of the supreme authority of the Scriptures as they are related to the democratic spirit of the times, by Philip Mauro; "Missions in the Plan of the Ages," a study of "the Christian task of the world conquest," by Dr. William O. Carver, Professor of Comparative Religion and Missions in the Southern Baptist Theological Seminary at Louisville, Ky.; "The Exploration of Egypt and the Old Testament," a summary of the results obtained by exploration in Egypt up to the present time, with a special account of those explorations which bear particularly on the Old Testament, by J. Garrow Duncan; also, "The Gospel of St. Mark," by Professor S. W. Green, of Regent's Park College, London, being one of the pocket commentaries issued under the general title of *The Westminster New Testament*, a series edited by Principal A. E. Garvie, D.D.

FRIENDSHIP CALENDAR COMPANY, New Britain, Conn., mark their fourth and growing year of business by offering the trade their "Friendship Calendar" in five editions, and also several novelties, of which the most popular are the "Friendship Steamer Letter" and the "Ninety-nine Thoughts." "The Friendship Calendar," which has now achieved a staple holiday demand all over the country, is published in *Blue and Gold*, (the popular form,) *Florentine*, *Renaissance*, *Flemish* and *de luxe editions*; and the advance demand, at this date, for the 1910 calendars, in the several editions, indicates that the "Friendship Calendar" has found a permanent place and growing importance in the trade. The "Friendship Steamer Letter," to be mailed on board ship to friends at home, and the "Ninety-nine Thoughts," an unusually well-selected collection of sentiments of friendship, loyalty and good cheer had a large sale in their first season, 1908-1909, and give every promise of advancing greatly in popular favor this season. The "Friendship Steamer Letter" should be an especially welcome novelty to the thousands who will go abroad this summer.

DODGE PUBLISHING Co. announce more than forty-five new books for the spring and sum-

mer trade, covering a wide range of literature. Conspicuous among them is "The Reflections of a Bachelor Girl," by Helen Rowland, author of the clever book "The Widow," and well known by her work in the *New York World*. Among the books to be published in March are a new baby book by Edmund Vance Cooke, entitled "Little Songs for Two;" "The Sonnets of a Chorus Girl," a new humorous volume by Mr. Kiser; together with several interesting and artistic copyright volumes with decorative bindings. "Through the Looking Glass," decorated and illustrated by Bessie Pease Gutman, will be issued uniform with the *Pease edition* of "Alice's Adventures in Wonderland;" a new series uniform in scheme with "Religions: Ancient and Modern," is entitled "Philosophies: Ancient and Modern," and will be brought out in nine volumes. Other announcements are two new volumes in the *Primers of Peace Series*: "All is Well" and "Be Strong," by the compiler of the "Don't Worry Nuggets;" a new book by Edith Hall Orthwein, author of "Petals of Love for Thee," entitled "Songs of the Beloved;" Clifton Johnson's new book, "The Tale of a Black Cat;" a new "Complete Guide to Heraldry," and "Arms and Armor," both volumes containing in all about 1000 illustrations; and "A Treasury of English Literature," by Kate M. Warner.

AUCTION SALES.

MARCH 2, 10 A.M. and 2 P.M.—Book plates from the collection of Eben N. Hewins, of Boston, Mass., with additions, including rare early American book plates by Paul Revere, Nat. Hurd and others. (711 lots.)—*Libbie*.

MARCH 3, 2:30 and 8 P.M.—Paintings and drawings, objects in brass and copper from the collection of Charles F. Chichester. Pt. 1. (205 lots.)—*Anderson*.

MARCH 4, 2:30 P.M.—Library and art collection of Charles F. Chichester, of the Century Company, New York. Pt. 2, The library. (274 lots.)—*Anderson*.

MARCH 8, 9, 3 P.M.—Americana. (677 lots.)—*Merwin-Clayton*.

MARCH 8, 9, 2:30 P.M.—Books relating to America, Africa and China, English and American first editions, from the libraries of Dr. Martha Bunting, of New York City, and A. G. Browne, Jr., private secretary to J. A. Andrews, War Governor of Massachusetts. (597 lots.)—*Anderson*.

MARCH 8, 9, 2:30 P.M.—Libraries of the late Meta J. Conor Wood, estate of Mary Lewis and estate of Harry Ziegler, including limited editions of noted authors, many in fine bindings, and several elegantly extra-illustrated works. (639 lots.)—*Samuel T. Freeman & Co.*, Philadelphia. (Stan V. Henkels, auctioneer.)

MARCH 10, 11, 3 P.M.—Miscellaneous, art, bookplates, works of German authors, etc. (703 lots.)—*Merwin-Clayton*.

PICK-UPS.

"HE that would have a short Lent, let him borrow money to be repaid at Easter."—*Benjamin Franklin.*

NOT THAT KIND OF FURNITURE.—A lady asking recently in the book department of a Philadelphia department store for "Vega's Logarithmic Tables" was told she would find them upstairs in the furniture department.

AS THEY ORDER THEM.—The following came from a well-known Boston bookseller addressed to a New York importer: "Testimonium, Animals or Greek and Romans before Jesus Christ, Sibler." What he wanted was Sihler's "Testimonium animae; or, Greek and Roman before Jesus Christ."

O. HENRY!—A book-hunter one day last week in the largest bookstore in Meriden, Conn., asked what volumes of Henry James were in stock. The young woman inquired of evidently knew nothing of the "novelist who writes like a psychologist," and turned to ask a woman somewhat older, who said: "What is his latest? What has he written? Did he write the 'Henry' books?"

COULDN'T HAVE THEM LYING AROUND.—The following letter was received by a subscription book publishing house which sent some of their books on approval: "I beg to return by express the books sent on approval. They appear to be everything you write, but they do not fit my sectional bookcase, and I could not afford to have them lying around."

OUGHT TO GET A DICTIONARY.—James Whitcomb Riley tells of an inquisitive lady who once heard him say something on how poorly paid was the profession of literature. "But, Mr. Riley," said she, "surely you have no cause for complaining. You must be a very rich man. I understand you get a dollar a word for all you write." "Ye-e-es, Madam," said Riley, with his slow drawl, "but sometimes I sit all day and can't think of a word—not even a dialect word."

ROMANCE OF RASCALITY.—"Good books are the most precious of blessings to a people; bad books are among the worst of curses. The romance of rascality in the imagination will be followed by the reality of rascality in the conduct. It contains in itself principles of demoralization which will inevitably be felt in action. This country is the only country in which everybody reads. It is of much importance to know what everybody is reading. How much of this reading is ninepenny immorality, ninepenny irreligion, ninepenny stupidity, ninepenny devilry? It might not be gratifying to 'the most enlightened people on earth' to answer this question."—*E. P. Whipple* in "*Graham's Magazine*," 1853.

BEST SELLERS.—"Were we judged as a nation by the books which now sell among us in the greatest numbers, we should be justly condemned as superficial, trivial and vulgar. We are in some measure, it is true, open to such charges; but the present state of our literature is forced, and nothing but a more careful and rigid discharge of its duties, in this regard, by the press, can rescue us from

the debilitating and debasing influence of the books which are thus thrust upon the unwary among us. The column devoted to notices of new books is too frequently abandoned to the control of persons entirely unqualified by educations or habits of thought for such a trust, and sometimes is considered a mere appendage to the advertising columns; while, in fact, no department of journalism demands more discrimination or is worthy of more consideration."—*New York Courier and Enquirer*, 1855.

THE OLD, OLD BOOKS.

To John R. Anderson:

John Anderson, my Jo, John, you have my order here,
You now may me send me "Bismarck" and fill my heart with cheer;
There's many another book, John, that I wad fain possess,
But if we cannot mak a deal, I'll do without, I guess.
Just think o' all the guid, John, your bonnie shop might do,
If you wad tak my cast-off buiks an' fill their place wi' new!
Your shop wad soon be famous, John, wi' customers galore,
You'd pave Fifth Avenue wi' tomes, and still they'd come wi' more.

For oh! how many buiks are for which we once paid cash,
But noo we grudge 'em shelf-room and refer to them as "trash!"
You know (ye ken) hoo 'tis yersel, John—who can mair sadly say
O' sic a buik an' sic a buik—"This buik has had its day."

For there's a Judgment Day for buiks, as well as men, my Jo!
An' when the Great Assize is held, some buiks maun gae below.
They start at Houghton Mifflin's or at Scribner's, drest to kill;
But when they're shelf-worn an' disdained a lower place they fill.

They find their way to ten-cent stalls, in basements mourn their folly—
As some do now upon your shelves, John Anderson, my Jolly!

Much more I'd say had I the time, but I must haste to school
And tackle serious works, the kind that do not play the fool:

"Cæsar de Bello Gallico," Virgil's "Æneid," eke!
These hold their own from year to year, though school-room storms be bleak.

Good-bye good-bye, John Anderson; John Anderson, my Jo!
An' may you dicker many a day at "seventy-six" below.

Farewell, farewell, my Jolly John, belovèd for thy cheer,
An' may you peddle buiks below for many a long, long year!

But when I say "below," John, pray tak it not amiss;

I study Virgil, as ye ken, an' wish ye years o' bliss;
For there's a place below, John—'tis called Elysium,
An' if ye keep a buik-shop there—that will be "goin' some!"

The angels will come flyin' in an' luik yer buik-shelves o'er.

An' ask for "Dick's Theology" an' "Tales by Hannah More."

An' Matthew Henry's solid lore an' many an ancient tome

That our gran'fathers loved betimes—I have them in my home.

Alas! they're in the attic, John, an' yet I love them well.

So well I find it hard to say which volumes I will sell.

But there are those who sell them, John; so do not have a fear,

But stock your shop wi' what will fill angelic hearts wi' cheer.

DOVER, N. J.

CHARLES D. PLATT,

TERMS OF ADVERTISING.

Under the heading "Books Wanted" book-trade subscribers, under their own names, are given the privilege of a free advertisement for books out of print of five nonpareil lines, exclusive of address, in any issue except special numbers to an extent not exceeding 100 lines a year. If more than five lines are sent the excess is at 10 cents a line, and amount should be inclosed. Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, or those advertising anonymously, must be paid for at the rate of 10 cents a line. All objectionable books will be excluded so far as they come under our notice.

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents a nonpareil line for each insertion. No reduction for repeated matter.

All other small undisplayed advertisements will be charged at the uniform rate of 10 cents a nonpareil line. Eight words may be reckoned to the line.

Parties with whom we have no account must pay in advance, otherwise no notice will be taken of their Communications.

BOOKS WANTED.

In answering, please state edition, condition, and price, including postage or express charges.

Houses that are willing to deal exclusively on a cash-on-delivery basis will find it to their advantage to put after their firm-name the word [Cash.]

Write your wants plainly, and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.

It should be understood that the appearance of advertisements in this column, or elsewhere in the "Publishers' Weekly," does not furnish a guarantee of credit. While it is endeavored to safeguard these columns by withdrawing the privilege of their use from advertisers who are not "good pay" book-sellers should take the usual precautions, as to advertisers not known to them, that they would take in making sales to any unknown parties.

Aaron-Netter Book Co., 838 7th Ave., N. Y.
Capture and Ex. of John Brown, by Elijah Avery.
J. A. Aarons, Suite L, 200 W. 81st St., N. Y.
Hudson's Shakespeare, 11 vols. Boston, 1851-'66.
Richard Grant White's Shakespeare, 12 vols. Boston, 1862.
Craik's English of Shakespeare. London.
Charles Cowden Clarke, Shakespeare's Characters. London.
Moulton's Moral System of Shakespeare.
Weiss' Wit and Humor of Shakespeare.
Verplanck, Illustrated Shakespeare.
Knight's Pictorial Shakespeare.
Hirford, The Eversley Shakespeare.

F. G. Allen, 78 Genesee St., Auburn, N. Y.
Wordsworth's Poems, in Caxton thin paper ed. Scribners.

Amer. Bap. Pub. Soc., 37 S. Pryor St., Atlanta, Ga.
Missionary Travels and Researches in South Africa, by Livingston. Pub. by Amsterdam.

Am. Bap. Pub. Soc., 177 Wabash Ave., Chicago, Ill.
Doctrine of Bible Inspiration, by Manly. Pub. by the Baptist Book Concern.

Am. Bap. Pub. Soc., 1701 Chestnut St., Phila., Pa.
Science and Religion, by Le Comte. Pub. by Appleton.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo.
Candle From Under Bushel; or, 1300 Questions to the Clergy. Pub. by Peter Eckler, at 40 c.

Amer. Mag. Exch., 3518 Franklin Ave., St. Louis, Mo.
Letters From the Cape, Lady Gordon.
Newmarket and Arabia, Upton.
1st eds. of Hawthorne, Holmes, Lowell, Thoreau, and Emerson.
Cosmopolitan, prior to Oct., '89.

American News Co., 39 Chambers St., N. Y.
Book of the China Painter, by L. Vance Phillips.
Pub. by Montague Marks (The Art Amateur). Price \$3.

American Press Co., Baltimore, Md.

Works on Synonyms.
Rachel, French actress, pictures, sketches, magazine articles, biographies, etc.

American Society of Mechanical Engineers, 29 W. 39th St., N. Y.

Cash paid for Transactions of the American Society of Mechanical Engineers, vol. 9.

Americus Book Co., Americus, Ga.

Davidson's History of Presbyterian Church in Ky.
Cheitberg's Early Methodism in Carolinas.
Draper's King's Mountain.
Scott, W. F., History of a Cavalry Regiment.

Ammon & Mackel, Successors to Leggat Bros., 81 Chambers St., N. Y.

Cole's History of Rockland County, N. Y.
Memoirs of Dr. James Norcom.
English as She is Spoke.
International Correspondence School Text-Books, vol. 17B.
Incidents of Travel in Yucatan and Central America, by John L. Stevens.

Abe C. Anderson, Henry, Bannock Co., Idaho.

Oregon and Washington, by Mrs. F. F. Victor.
The Capture and Escape; or, Life Among the Sioux, by Mrs. Sarah L. Larimer. Phila., 1870.
History of Idaho.

B. L. Armstrong, New London, Conn. [Cash.]

Truth, 1892, no. 286; '95, nos. 413, 420, 431, 433, 450, 451, 453, 454; '96, nos. 460, 461, 486; '97, nos. 546, 551, 558.

Wm M. Bains, 1213 Market St., Phila., Pa.

Mary Barney's Memoirs of Commodore Barney.

Baker & Taylor Co., 33 E. 17th St., N. Y.

Corcoran, Some Legends of the Yosemite.
Tolstoi, War and Peace, tr. by Garnett, 3 vols. Pub. by Heinemann.

Baptist Book Concern, 636 4th Ave., Louisville, Ky.

Ford's, Benedict's, Orchard's, Montgomery's, Whittsett's, and D. B. Ray's History of the Baptists.
Alexander Carson's and Moses Stuart's Works.
Archæological Readings of Ancient Sanhedrian and Talmud.

John's Baptism, by J. R. Graves.
Spirits in Prison, 1 Peter 3:19.
Valley of Dry Bones, from Ezek. 37; 1ff.

C. H. Barr, Lancaster, Pa.

Massachusetts in the Woman's Suffrage Movement, Robinson. Roberts Bros., 1881.
Old Railroad and Steamboat Guides, 1830-'50.
2 Key of the Holy House, A. Lee. D. A. & Co.
2 King Stork of Netherlands, A. Lee. D. A. & Co.

C. E. Barthell, Ann Arbor, Mich. [Cash.]

Kollmann's Atlas of Embryology.
Christiansen, On Poisons.
Foster's Medical Dictionary, 3 vols.
Novy's Bacteriology and Phys. Chemistry.
Miller's Micro-organisms of Human Mouth.

N. J. Bartlett & Co., 28 Cornhill, Boston.

Decameron, Bohn Library.
Arthur F. Bird, 22 Bedford St., Strand, Lond., Eng.
With Whistler in Venice, by Bacher.

George H. Blake, Box 1484, N. Y. City.

American Bond Detector.
Heath's Counterfeit Detector.
Books on Handwriting.
Books on Paper Money.

Book and Print Shop, 24 W. 39th St., N. Y.

James' The Author of Beltraffio.
James' Watch and Ward.

J. W. Bouton, 10 W. 28th St., N. Y.

Meyers' History of Tammany Hall.
Tyng's From the Inside of Tammany Hall.
Hammond's History of Political Parties.
Lewis and Clark's Expedition, Coues, 4 vols.
Davis, El Gringo.

C. L. Bowman & Co., 225 Fifth Ave., N. Y.

With Flashlight and Rifle in Africa, by Schilling.

Brentano's, 5th Ave and 27th St., N. Y.

Masson's Life of Milton.
John Milton, On Marriage and Divorce.

BOOKS WANTED.—Continued.

Brentano's, N. Y.—Continued.

Sylvie and Bruno, 1st ed.
American Stud Book.
Beardsley's Illus. to Mlle. de Maupin portfolio.
Any publications relating to Williams College.
Williamstown and Williams College, by A. L. Perry.
History of Williams College, by C. Durfee.
Barren Lands of No. Canada, and other books, by Warburton Pike.

Brentano's, 1228 F St., M. W., Washington, D. O.

Jomini's Art of War.
Park, 12th Ala. Infantry of Battle Brigade.
De Murge's Scenes From Bohemia.
Alphabet of Celebrities. Harper.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

20 H. C. King's Letters to Sunday-School Teachers.
Pilgrim Press.
Celtic Grammar.
Celtic Bible.
Glaciers, by N. S. Shaler and W. M. Davis. Osgood, Boston.
Trinity Church, A. H. Chester. Boston.
Literature of the Soudan and Egypt, English trans. Prince Ibrahim Hilung.
Notes for the Nile, H. D. Rawnsley. Putnam.
Madan, Books and Manuscripts.
Christian Schools and Scholars, Augusta Deane.

Albert Britnell, Toronto, Canada. [Cash.]

St. Nicholas, vols. 31 and 32, bound or unbound.
McClure's, vols. 16 and 28, bound or unbound.
Lord's Beacon Lights of History, vol. 6 only, hf. black mor., gilt back, gilt top. Pub. N. Y. (Jas. Clarke & Co.). Good price paid.

Edmund D. Brooks, 89 Tenth St., South, Minneapolis, Minn.

Art Journal, complete vols. 1882 and '83.
Koehler's Etching, thick 4to.

Brown's Book Store, 20 W. 125th St., N. Y.

Maspero's History of Egypt.
Shakespeare, vol. 9, Pickering Miniature ed.

Brown & Lyon Co., Honolulu, Hawaiian Islands.

Fronander's Polynesian Race.
Dibbles, Sandwich Islands.
Bingham, Sandwich Islands.
Ellis, Tour Through Hawaii, Polynesia Researches.
Jarves, Thurston's Journals.
Tyler, Island World of Pacific.
Andrews, Hawaiian Dictionary.
Coan, Life in Hawaii.
Anderson, Hawaiian Islands.
Werner's Britannica, vol. 11, sheep.

Bryant & Douglas Book and Stationery Co., 922 Grand Ave., Kansas City, Mo.

George Creel, Men That Have Made Kansas City.
Annual Report of the Adjutant-General of Missouri for the year ending Dec. 31, 1865.
Narrative of Jno. Doy, of Lawrence, Kansas.

J. W. Cadby, 50 Grand St., Albany, N. Y.

Educational Review, Sept., 1892; May, June, Oct., '93. At 75 c. each.
World's Work, Dec., 1900.
McClure's Magazine, Sept., Oct., Nov., 1893.
Technical World Magazine, March, April, 1904.
Littell's Living Age, 1890-1900.

Calender, McAuslan & Troup Co., Providence, R. I.

Lord's Beacon Lights of History.
Scottish Life and Character, Wm. Harvey.
Scottish Life and Humor, Wm. Sinclair.
Reminiscences of Scottish Life and Character, Dean Ramsay.

Campion & Co., 1305 Walnut St., Phila., Pa.

Oration of Edw. Everett, vol. 4.
Le Conte's Religion and Science.
Bombaugh, Gleanings for the Curious.
A Catalogue of Upward of 40,000 Ancient and Modern Books. Pub. by Willis & Sotheman.
Sonnenschein's Best Books, latest ed.

Cash, P. O. Box 590, Pittsburgh, Pa.

Set of International, and Chambers' Encyclopedias, last ed. State binding, date and lowest price.

G. M. Caspar Co., 431 E. Water St., Milwaukee, Wis.

Carpenter, Angel's Wings.
Powell's Ethnological Reports, vols. 1 to 4, 11 to 14, 16 to date.

The Central Book Store, Harrisburg, Pa.

First and Fundamental Truths of Metaphysics, McCosh.

Chicago Medical Book Co., Chicago, Ill.

John Morgan, Discourse Upon the Institution of Medical Schools in America. 1775.
Samuel Bard, Angina Suffocativa. 1771.
Elisha North, Spotted Typhus. 1811.
Noah Webster, History of Epidemics.

City Book Store, Corsicana, Tex.

Weaver's Poems, Texas Poet.
Albert Pike's Poems.

A. H. Clapp, 32 Maiden Lane, Albany, N. Y.

Women of the Republic, H. Johnson. Appleton.
Victorian Poets, Amy Sharp. Methuen Co.
Old Irish Rhymes. Macmillan Co.
Life of Paul, New Testament Series.

The A. H. Clark Co., Caxton Bldg., Cleveland, O.

Bourne's The Philippine Islands.
Pittman's European Settlements on the Mississippi.

The Robert Clarke Co., Government Sq., Cincinnati, O.

Midas, Trade Mark Register of Canned Goods. Criterion Pub. Co., Chicago.
Fear, by Mosso, in English.
The Naturalist, Salem, Mass., with article on Symbol of the Cross, found in carvings in South America.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.

History of Pembroke, N. H.
Road to Castaly, by Alice Brown.
History of Pembroke, N. H., by McClintock.

Geo. H. Colby & Co., 22 Main St., Lancaster, N. H.

Davis, Ancient Landmarks of Plymouth, Mass.
Maine Genealogist and Biographer, June, 1876.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Johnson's Lives of the Poets, Cunningham ed., 4 vols.
Voices From Many Hilltops. Pub. in Philadelphia.

Collins, Hauser & Co., 623 13th St., N. W., Washington, D. C. [Cash.]

French Method. I. C. S.
St. Nicholas Magazine, vol. 9; Nov. and Dec., 1881.
Encyclopædia of Applied Electricity. Am. Cor. Sch.
Ripley, Races of Europe.
Wilmer, Bishop, Reminiscences of.
London Peace Congress Report, 1890.
Jay, W., War and Peace.
Beckwith, Manual of Peace.
Upham, T. C., Manual of Peace.
Field, H. M., Home Sketches in France, with portrait of author.
Haddock, Power of Will.
McCulloch, Men and Measures of Half a Century.

Columbia University Book Store, 117th St. and Broadway, N. Y.

Lankester, Zoolog. Articles Collected From Encyclop. Britannica.

Columbia University Library, N. Y.

Schultz and Julius' Systematic Survey of the Organic Coloring Matters, 2d ed., revised and enlarged. 1904.

Irving S. Colwell, 97 Genesee St., Auburn, N. Y.

Stoddard's Lectures.
Ridpath's History of World, 9 vols.

Cossitt Library, Memphis, Tenn.

Warner Library, 31 vols.
Mayes, Life of Lamar.
Encyclopædia Americana.
Wolf, Other Things Being Equal.
Lord, Ancient States.
Draper, King's Mountain.
Cyclopedia of Architecture, Carpentry and Building, 10 vols.
Living Age, any vols., bound. Quote price per vol.
Century Cyclopedia of Names.
Century Dictionary, 10 vols.
Sturgis, Dictionary of Architecture.

BOOKS WANTED.—Continued.

Cossitt Library.—Continued.

- Baldwin, Dictionary of Philosophy.
 Dictionary of Applied Chemistry.
 March, Thesaurus Dictionary.
 American Book Prices Current, late vol.
- Cunningham, Curtiss & Welch, P. O. Box 548,
 San Francisco, Cal.**
 Cheever, Life in the Sandwich Islands. A. S.
 Barnes & Co.
 Twombly, Kelea. Fords, Howard & Hulbert.
- The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.**
 10th Census of the U. S. vol. 17.
Water Power, pts. 1 and 2.
- Dawson's Book Shop, 518 So. Hill St.,
 Los Angeles, Cal.**
California Illustrated Magazine, April, 1894.
 Smithsonian Report, 1858.
 Hinton's Arizona.
 Arizona books.
 Stratton, R. B., Captivity of the Oatman Girls.
- Charles T. Dearing, Louisville, Ky.**
 Life of John Fitch, 1 vol. Pub. about 1850.
- Denholm & McKay Co., Worcester, Mass.**
 Stoddard's Lectures.
 Century Dictionary.
 Carpenter's So. America. Saalfeld.
 Ophthalmic Therapeutics, Wood. Cleveland Press.
- Frederick Diehl, Louisville, Ky.**
 Housekeeping in the Blue Grass.
- Dixie Book Shop, 41 Liberty St., N. Y.**
 Statesman's Year Book, 1908.
 Venice Under the Yoke of France and Austria.
 Memoirs of Princess Lambelle.
 Am. Railroads as Investments, Snyder.
 Old books on Canals and Railroads.
- Dodd, Mead & Co., 372 Fifth Ave., N. Y.**
 First Supper, etc., by J. Sturges.
 Moxon's Sun Dials, early ed.
Paris Salon, 1894-1909, in French text.
 The Plum Tree.
 Joy of Capt. Ribot, by Valdes.
- H. & W. B. Drew Co., Jacksonville, Fla.**
 Works of John C. Calhoun. Formerly pub. by Appleton.
 Sweet Danger, by Ella Wheeler Wilcox.
- G. Dunn & Co., 403 St. Peter St., St. Paul, Minn.**
 Among the Sioux, Cresswell.
Craftsman, Aug., 1904.
N. Y. Independent, July 7, 1898.
Chautauquan, June, 1908.
International Studio, Dec., 1906.
- E. P. Dutton & Co., 31 W. 23d St., N. Y.**
 Journal of Marie Bashkirtseff, 2 vols.
 Englishman in Paris.
 Memoirs of My Exile, Louis Kossuth.
- Eaton & Mains, 21 Adams Ave., E., Detroit, Mich.**
 Our Bible, by Kenyon.
 From Exile to Advent, by Fairweather.
 Vikings of To-day, by Grenfell.
 City Youth, by Davidson.
 Evangelistic Work, by A. T. Pierson.
 Spiritual Development of St. Paul, by Matheson.
 Story of the Episcopal Church, Addison.
 Story of the Christian Church, Gates.
 Didon's Life of Christ.
 Oswald Cray, by Mrs. Henry Wood.
 Outside the Walls.
- Eaton & Mains, 524 Penn Ave., Pittsburgh, Pa.**
 An Illustration of the Types, Allegories and Prophecies of the Old Testament, by William McEwen.
 Pub. by Elliott & English. 1848.
- The Eichelberger Book Co., 308 N. Charles St.,
 Baltimore, Md.**
 New International Encyclopedia.
- Paul Elder & Co., Van Ness Ave. cor. Bush St.,
 San Francisco, Cal.**
 Happy Prince, and Other Stories. Wilde.

Geo. Engelke, 280 N. Clark St., Chicago, Ill.

- Thomas' Prehistoric Age.
 Field, Essay Toward an Indian Biography.
The Public, vol. 1.
 Fallows' Biblical and Critical Ency.
 Hugo's Notre Dame, vol. 2, E. & L. Holland pap. ed.
 Richmond's Mystic Text-Book.
 Osteopathy, Littlejohn.
 Crawford, 1st ed.: Corleona, The Upper Berth, Salva
 Venetia, Little City of Hope, Via Crucis.
 Barlowe, The Voices.
- C. P. Farrell, 117 E. 21st St., N. Y.**
A Stuffed Club, 1900 to '07.
Sagebrush Philosophy, Feb., March, April, May, June,
 July, Nov., 1904; May, '05.
- H. W. Fisher & Co., 214 S. 15th St., Phila., Pa.**
 Myra of the Pines, by Viele.
 House of Silence, by Viele.
 Intro. to Theory of Value, by W. Smart. Mac-
 millan.
 Provincial Councillors of Penna.
- Buchhandlung Gustav Fock, G. m. b. H., Leipzig,
 Germany.**
 U. S. Fish Commission Annual Report, pts. 11, 12,
 14-25.
 U. S. Fish Commission Bulletin, vols. 6-18, 20.
 Catullus, all works publ. before 15th a. 16th to
 18th Centuries.
- Franklin Bookshop, (S. N. Rhoads,) 920 Walnut
 St., Phila., Pa.**
 Wilcocks, J. C., Sea Fisherman, 1870 ed.
 Allen, Amer. Bison, 4to. Cambe, 1876.
 Selater, Geography of Mammals.
 Any books relating to Wyoming.
- Free Library Commission, Madison, Wis.**
 Sylvester, Studies in English and American Litera-
 ture, 10 vols.
- W. R. Funk, Agt., Dayton, O.**
 Hitchcock's New and Complete Analysis of the Holy
 Bible.
- Goodspeed's Book Shop, 5a Park St., Boston, Mass.**
 Bigelow Genealogy.
 Burnham Genealogy.
 Adams, John Q., Diary, 12 vols.
 Dudley Genealogy.
- W. A. Gramer, City Hall, N. Y.**
 First editions only wanted:
 Any of Leigh Hunt's and Capt. Richard F. Burton's
 Works.
 Cable, Southern Struggle for Pure Government, 1890;
 John Marsh, Southerner, 1894.
 Coggeshall, Poets and Poetry of the West. Colum-
 bus, 1860.
 Clemens, Huckleberry Finn. London, 1884.
 Kate Greenaway Almanacks, 1883 to 1895.
 Howells: Flight of Pony Baker, 1902; The Kentons,
 1902; Impressions and Experiences, 1896; Criticism
 and Fiction, 1891; Modern Italian Poets, 1887.
 Harold Frederic: Seth's Brother's Wife, 1887; The
 Lawton Girls, 1890; In the Valley, 1890; Return
 of the O'Mahoney, 1892; Damnation of Theron
 Ware, 1896; Gloria Mundi, 1898; In the Market
 Place, 1899; The New Exodus, 1892.
- John Grant, 31 George IV. Bridge, Edinburgh,
 Scotland.**
 Grotius' Satisfaction of Christ. Pub. Andover, Mass.
 Cicero's Cato Major. Phila., B. Franklin, 1744.
- H. Gregory, 116 Union St., Providence, R. I.**
 Chambers, Book of Days.
 Gallagher, Pilgrimage of Adam and Eve.
 Orr, Neglected Factors in Christianity.
 Heraclitus of Ephesus, ed. by Patrick, 2 copies.
 Richmond, Good Neighbor in Modern City.
 Reclus, Earth and Its Inhabitants, vol. 3.
 Ruskin, Dame Wiggins of Lea, illus. by Greenaway.
 Marshall, E., Benshurst Castle.
 Grant, J., Through Evangeline's Country.
 Howard, H., Poetical Works. L., B. & Co.
 Knowles, S. W., Practical Hints for Young Writers.
 I. C. S. Library of Technology, 14B, 15B, 16B, 17B,
 25B, 30, 59, 62, 70, 71, 72, 73, 74, 90, 93, 94.
 Adams Amateur Photography.
 Ritchie, Spiritual Studies: St. Matthew, vol. 1.
 Wells, Merry-Go-Round.
- Gregory's Bookstore, 116 Union St., Providence, R. I.**
 Bulfinch, Poetry of Age of Fable.
 Rodwell, Birth of Chemistry.

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Francis P. & Lathrop C. Harper, 437 Fifth Ave., N. Y.

Ford's Washington, 14 vols.
Herndon's Lincoln, vol. 1 only. Chicago, 1889.

The Harrison Co., Inc., Atlanta, Ga.

American and English Encyclopedia of Law, 1st ed., vols. 12, 13, 29 and 31.
Zimmerman, On Solitude.

F. B. Hartranft, 49 Pearl St., Hartford, Conn.

Dowson, E., Verses.
Hearn, Lafcadio, any.
Public Libraries, vols. 1, 9, 10, and odd nos. of other vols.
Hutchinson, Collection of Original Papers. Bost., 1769.
Wirthrop, History of Me., 2 vols. Bost., 1853.
Wallace, D. M., Russia, large type ed.

Harvard Co-operative Society, Cambridge, Mass.

Barth, Religions of India, ed. of 1891. Ginn.
Box, Jean Paul Marat. Small.
Streitberg, Urgermanische Grammatik.

Mary K. Hasbrouck, Ogdensburg, N. Y.

Tyler, History of American Literature During the Colonial Time.
Tyler, Literary History of the American Revolution, good second-hand.

Ernst Hertzberg & Sons, 108-110 Randolph St., Chicago, Ill. [Cash.]

Mark Twain's Works, Autograph ed.
Irving's Works, Joe Jefferson ed.
Will pay cash.

Walter M. Hill, 831 Marshall Field Bldg., Chicago, Ill.

Herndon's Life of Lincoln, 1st ed., 3 vols.

Paul B. Hoeber, 69 E. 59th St., N. Y.

Trans. Amer. Orthopedic Assoc., vols. 4-5.

Holmes Book Co., 1158 Market St., San Francisco, Cal.

The Bible in India, Jacolliot.
Hutchings' Magazine, any nos.
The Pioneer (California Magazine), any nos.
Overland Monthly, any nos. of 1883, '84, '85.

The Hub Magazine Co., 110 Tremont St., Boston.

Education, 1st.
Educational Review, 1st.
Harper's Bazar, Aug. 19, 1899.
McClure's, 1893, any nos.
Review of Reviews, nos. 15 to 20.

The J. L. Hudson Co., Detroit, Mich.

A Man and a Woman, by Stanley Waterloo.
Debit and Credit, by G. Freytag, English trans.
Songs of Father Goose.

George P. Humphrey, Rochester, N. Y. [Cash.]

Dickinson, Root, Goodman, Sibley, Squier Genealogies.
Wishmaker's Town, a volume of poems.
Concord Genealogies, by Potter.
Denison, Records of Descendants of John D. Baldwin and Wm. Clift.
1000 Years of Hubbard History, by E. W. Day.
The Dedham Eatons, by Daniel Eaton.
Report of the 5th Reunion of Eaton Family.
Lockwood's Book on Old Furniture.
Noblesse Oblige and the Tzar's Window, in the old Leisure Hour Series.

Humphrey's Book Store, 21 Bromfield St., Boston.

Le Art des Jardius, E. Andre.
Landscape Gardening, Richard Morris.

Hunter & Co., Nashville, Tenn.

5 sets of Stoddard's Lectures, complete eds. Must be cheap.

Hunter & Co., Richmond, Va.

Chambers' Encyclopedia.
Stoddard's Lectures.

Huston's Book Store, Rockland, Me.

Bible for Learners, Dr. H. Oort, vol. 3 only.
Maine Reports, any odd vols.
Acts and Resolves of Me., 1840 to '56.

Hyland Bros., Portland, Ore.

Joaquin Miller, by Hubbard and James.
Biblical Tracts, Robt. Young.
Set of M. Thiers' Works, Eng. trans.
Any Oregon items.

Illinois Book Exchange, 407 Lakeside Building, Chicago, Ill.

Ingersoll's Works, Dresden ed., 12 vols., cl. binding.
Monsieur Lecoq, by Gaboriau, Scribner's ed., red cl. N. Y., 1903.
Howell's State Trials, 34 vols.
Draper's King's Mountain.
The Rose, by H. Shaw. St. Louis, 1882.
Vegetable Growing in Southern Illinois, by McCabe.
The History of Flagellation. Pub. in 1888.
Any other books on the subject of flagellation.

Industrial Publication Co., 16 Thomas St., N. Y.

Light and Fire, by H. C. Mercer. Philadelphia, 1898.
G. A. Jackson, 8 Pemberton Square, Boston, Mass.
Portor's Essay Upon Life, etc., of Chief Justice Gibson.
Chaplin Wills.
Reeve's English Law.

Hall N. Jackson, 36 W. 6th St., Cincinnati, O.

Lecky, History of European Morals, vol. 1, red cl. Appleton, 1876.

William R. Jenkins Co., 851 6th Ave., N. Y.

Strauss, Life of Jesus, trans. by George Eliot.

Jennings & Graham, 57 Washington St., Chicago.

Caton, Norway.
Shuey, Factory People and Their Employers.

E. T. Jett Book and News Co., 912 Olive St., St. Louis, Mo.

Lonely Lives, Morison.
Weavers, Morison.

E. W. Johnson, 2 E. 42d St., N. Y.

My Trivial Life and Misfortunes.
Perkins, Tuscan Sculptors, 2 vols.

W. Junk, Berlin W. 15, Germany.

Scudder, Nomenclator Zoologicus.
All natural history and scientific works.

Kendrick Book and Stationery Co., Denver, Col.

Corn and Currency, written in 1826 by Sir James Graham.

Kimball Bros., 618 Broadway, Albany, N. Y. [Cash.]

Lyon's Colonial Furniture.
Linder's Early Bench and Bar of Illinois.
Faraday's Experimental Researches in Electricity, 3 v.

P. E. Kubel, 220 S. Broadway, Los Angeles, Cal.

Truth and Health, Fanny James.
Hist. Salem Witchcraft, C. W. Upham.
Thoughts From Inner Life, Bailey.
Outline History of Spain, Sewell.
Memoirs Queens of France, Mrs. Forbes Bush.

Languages Publishing Co., 1019 Flatiron Bldg., N. Y.

Mason, M., Aeronautica. London, 1838.
Cavallo, T., History of Aerostation. London, 1785.

Charles E. Lauriat Co., 385 Washington St., Boston.

Russian Novelists, by Vogue. Boston, 1887.
Codman's Brook Farm.
Rolf's Shakespeare, vol. 5, Friendly ed.
Major and Minor, by Norris.
Chivalry, by Leon Gautier, trans. by H. Frith.
Tales of the Jury Room, by Griffin, 3 vols.
Court Life Below Stairs, by Molloy.
Miss Churchill, C. Reid.
W. G. Simms' Romances.
Ycernelle, Norris.
Meran of Lady Betty, Norris.
Whirlwind, Phillpotts.
Lying Prophets, Phillpotts.

Lexington Book Shop, 730 Lexington Ave., N. Y.

Twain, Huckleberry Finn, cl., 1st ed.
Twain, Tom Sawyer, cl., 1st ed.
New York Genealogical and Biographical Records, 14 vols., 1869, etc.
N. Y. Historical Society, Abstracts of Wills.
Thoreau, Week on the Concord. 1849.
Pater, Marius the Epicurean, 2 vols. London, 1885.
Hearn, Lafcadio, any 1st eds.

BOOKS WANTED.—Continued.

Lexington Book Shop.—Continued.

Swinburne, Poems and Ballads. Moxon, 1866.
1st eds. of Lang, Hewlett, A. C. Benson, Stevenson,
Kipling, Phillips, Birrell, Meredith.

Library Co. of Philadelphia, N. W. cor. Locust
and Juniper Sts., Phila., Pa.

Dumas, *Vicomte de Bragelonne*, 6 vols., 1895 ed.
only. Little.

C. F. Liebeck, 1261 E. 67th St., Chicago, Ill.

The Rocky Mountains, etc., by W. Irving, vol. 1.
Phila., 1837.

Proverbs, by Barber. N. Y., 1857.

Howells, *Hazard of New Fortunes*, vol. 1, 12mo, red
cl. Harpers, 1889.

Little, Brown & Co., 254 Washington St., Boston.

Poor's R.R. Manual, 1878-9.

Scott's Letters on Demonology and Witchcraft, Eng-
lish ed. 1830.

Ripley, *The Races of Europe*. Appleton.

J. S. Lockwood, 43 Federal St., Boston, Mass.

3 Sephens, Alex. H., *War Between the States*, for
immediate cash.

Frederick Loeser & Co., Brooklyn, N. Y.

Pacific R. R. Survey, vol. 8; also quote odd vols.

Louisville Free Public Library, Louisville, Ky.

J. S. Tunison, *Mater Virgil*. Cincinnati, Clarke.

Loveman, Joseph & Loeb, Birmingham, Ala.

J. Ross's *Voyage of Discovery*.

Sir J. Hooker's *Himalayan Journey*.

Life of Cumming, Hunter and Explorer.

Humboldt's *Narrative*, 1st or old ed.

Lyell's *Geology*, 1st or old ed.

W. H. Lowdermilk & Co., Washington, D. C.

Wilder, *History of Medicine*.

Goodrich, 5th Reader.

Butler, 4th Reader.

Stephens, Mrs. Ann S., *The Homestead*.

Patterson, *Illustrated Nautical Encyclopedia*.

Browning, *Forty-four Years of the Life of a Hunter*.

Stapleton, *Political Life of Canning*.

Malmesbury, Earl of, *Diary and Correspondence*.

Smith, Sol., *Theatrical Apprenticeship*.

Smith, Sol., *Theatrical Journey Work*.

Heeper, *Adventures of Capt. Simon Suggs*.

Bowles, *Authentic Memoirs of William A. Bowles*.

London, 1791.

Bowles, *Life of Gen. W. A. Bowles*, 31 pages. N.

Y., 1803.

Bryant, *Library of Poetry and Song*.

The President's Words, ed. by E. E. Hale.

Humboldt, *Political Essay on New Spain*.

Thompson, Major Jones' *Courtship*.

Brandes, *Shakespeare*, 2 vol. ed. only.

Paxton's Magazine of Botany, set.

Freeborough and Rankin, *Chess Openings*.

Keckley, *Behind the Scenes*.

Burn, *Ancient Rome and Its Neighborhood*.

Lofland, *Writings of the Milford Bard*.

Davis, *Harmonia*, vol. 3, *The Seer*.

Journal Am. Chem. Soc., April, 1907.

A. C. McClurg & Co., 215 Wabash Ave., Chicago, Ill.

Sprague, *Annals of American Pulpit*.

Davidson, *Presbyterian Church in Kentucky*.

Royal, L., *The Irvines and Their Kin*.

McElroy, *The Scotch-Irish McElroys in America*.

Holtbach, *System of Nature*.

Balzac, *Physiology of Marriage*, 2 vol. ed. Pub. by

Barrie.

The Americana (this title only), 16 vols.

Schoolcraft's *Indian Tribes*, 6 vols.

Ridpath, *Hist. of World*, 9 vols. 1901.

Hough, *Singing Mouse*.

McDevitt-Wilson, Bargain Bookshop, 1 Barclay

St., N. Y.

Herndon's *Life of Lincoln*, 8 vols.

Battles and Leaders *Civil War*, 4 vols., second-hand.

Bryce's *Holy Roman Empire*. Eng. ed.

Carpenter's *Inner Life of A. Lincoln*.

Gleanings for the Curious.

Joseph McDonough Co., 98 State St.,
Albany, N. Y.

Hurlburt *Genealogy*.

Mme. de Sévigné's *Letters in French*.

Freemantle, *Book of the Rifle*.

Smith's *Coin Encyclopedia*.

Joseph McDonough Co.—Continued.

Bolingbroke, *Study and Use of History*, etc. Lond.,
1870.

McGirr & Co., 1004 Walnut St., Phila., Pa.

Weems' *Life of Washington*, early ed.

Magaw's *Sermons*. Philadelphia.

Greek Testament.

Hist. of Phila, D. Bowen. Phila., 1839.

Frigate *Alliance*, engravings of.

John Jos. McVey, 1229 Arch St., Phila., Pa.

Pculton, *Life of Darwin*. Cassell.

Bishop's *Our Political Drama*. Brentano's.

Milne's *Seismography*. Amsterdam.

The Edw. Malley Co., New Haven, Conn.

A Swedish Homestead, by Selma Lagerlöf.

Manhattan Book Store, 196 E. Broadway, N. Y.

Key to Schulze and Sevenoak's *Geometry*.

Key to Wentworth Trig., revised.

Key to Carhart and Chutes' *Jewish Encyclopedia*,

any binding.

Nordau's *Conventional Lies*.

Sombart's *Moderne Capitalismus*.

Jordan Marsh Co., Boston, Mass.

Catlin's *American Indians*, with or without colored
plates.

Lewis S. Matthews & Co., Olive St., St. Louis, Mo.

Old books on cancer.

Whitaker, *Brain and Cord*.

Isaac Mendoza, 17 Ann St., N. Y. [Cash.]

Bric-a-Brac Series, odd vols.

Longfellow, L. P. ed., odd vols.

Irving, *National ed.*, odd vols.

Price's *Calculus*, first 2 or 4 vols.

Holmald, *Nat. Law and Legal Prac.*

History of So. Carolina.

Metropolitan Museum of Art, N. Y.

Illustrated and Historical Souvenir to Central Park,
1894.

Miller & Rhoads, Richmond, Va.

Mohun, by John E. Cooke, \$1.50 ed.

Daughter of the Sea, by Le Feuvre.

Set of Thomas Nelson Page, Subscription ed.

Town Topics, nos. 12, 13, 20, containing *Beaux Belles*

and *Brains of the Fifties*.

Moroney's Book Sales, 404 Central Ave., Cin., O.

Greve's *Hist. of Cin.*

Rawlinson's 7 Gr. *Monarchies*.

Apocstolic or Nicene Fathers.

Hossfeld's *Italian Grammar or Method*.

Gen. Joe Johnson's *Hist. of the Rebellion*.

Stieler's or Meyer's *German Atlas*.

Morris Book Shop, 152 Wabash Ave., Chicago, Ill.

Sloan's *Life of Napoleon*.

Crustacea of the Wilkes' Exploring Expedition, by

Dana, 3 vols., folio.

Rimmer's *Artistic Anatomy*.

The *Genius of J. W. Turner*.

The Royal Academy from Reynolds to Millais.

Both International Studio Series.

N. F. Morrison, 314 W. Jersey St., Elizabeth, N. J.

Emerson, *Life of*, by Cooke.

Hyde Family, by Walworth, vol. 1.

O. Morrison, 297 Barrington St., Rochester, N. Y.

Bailey, *Vegetable Gardens*.

Bailey *Fruit Growing*.

Fulerton *Vegetable Garden*.

M. W. Mounts, 434 Diamond St., Pittsburgh, Pa.

[Cash.]

Captain Jack; or, *Old Fort Duquesne*.

Craig's *History of Pittsburgh*.

Verch, *Monongahela of Old*.

Keightley's *Fairy Mythology*.

Any cheap item on Western Pennsylvania.

Newark Free Public Library, Newark, N. J.

Baskerville, Alfred, *Poetry of Germany*.

John J. Newbegin, 242 Market St., San Francisco,
Cal.

Hittell's *History of California*.

Hittell's *History of San Francisco*.

Annals of San Francisco.

Ryan, Cotton, Forbes, Huntley.

Any item of California.

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John J. Newbegin.—Continued.

First Account of the Assassination of Lincoln, Garfield and McKinley.

First Account of San Francisco Fire and Earthquake, New York, Chicago, London and San Francisco.

W. W. Misbet, 12 S. Broadway, St. Louis, Mo.

New International Encyclopedia.

Joe Miller's Joke Book.

Inman, Santa Fé Trail.

Rebellion Naval Records.

Mrs. Dane's Defence.

H. G. Noel, 304 N. 4th St., St. Louis, Mo.

The Queen's Necklace, Dumas, De Fau ed., cl.

Life, bound vols. prior to 1907.

Walter Pater, Works.

Life, bound vols. prior to 1907.

Works of A. C. Benson.

Old Corner Book Store, 27 Bromfield St., Boston, Mass.

Chinese Dictionary, Giles.

C. C. Parker, 220 So. Broadway, Los Angeles, Cal.

Pistis Sophia.

New Testament, Beginners' Book, by Prof. John Wesley Rice.

Browning's Women, Mary E. Burt.

Outline Study Browning's Paracelsus, Mrs. Holly.

D. L. Passavant, Zelienople, Pa.

Title-page to Horsmanden's Negro Plot, and 4 last pages Appendix. N. Y., 1744.

De Barthe, Life and Adventures of Frank Grouard, U. S. Indian Scout.

Lossing, Field Book Rev. 1860 ed., vol. 1.

Stephens' War Between States, vol. 2, sheep.

Howison's History Va., vol. 2, cl.

Landonnierre, Narr, Le Moyné, folio. Bost., 1875.

Clifton, Tour Lakes, vol. 1.

McKenney, Tour Lakes. Balt., 1827.

Philadelphia Book Co., 17 S. 9th St., Phila., Pa.

Wohler's Handbook of Mineral Analysis, ed. by H. B. Mason.

Galkup's Index to Engineering Periodicals.

Engineering Index, vols. 1 and 2.

Pierce & Zahn, 633 17th St., Denver, Colo.

England's Helicon.

Don Quixote, with Notes, by Baker.

Sidney Smith, Arcadia, or anything.

The Pilgrim Press, 175 Wabash Ave., Chicago, Ill.

Theory of Color, Von Bezold.

T. Pilot, 409 Main St., Houston, Tex.

Stoddard's Lectures on Ireland, 1 vol., cl.

Atlas of the World, vol. 1, 34 mor. 1900.

The Works of Alexander H. Stevens.

Mustang Gray, by Clemens.

Battles and Leaders of the Civil War, set.

E. W. Porter, 132 Endicott Arcade, St. Paul, Minn.

Drums After Sunset, by Francis Saltus.

Presbyterian Board of Pub., Witherspoon Bldg., Phila., Pa.

Calvin's Institutes, second-hand.

D'Aubigné, Reformation, second-hand.

Presbyterian Board of Pub. and S. S. Work,

505 N. 7th St., St. Louis, Mo.

Schaff, Creed of Christendom, 3 vols. Pub. by

Harper.

McClintock and Strong's Encyclopedia, 10 or 12 vols.

Driver's Introd. to Literature of the Old Testament.

Schaff-Lange Commentary, any vols.

Campbell and Rice Debates.

Life of Barton W. Stone.

Stoddard's Lectures, 10 or 14 vols.

Presbyterian Board of Pub., 400 Sutter St.,

San Francisco, Cal.

Barbara's History, Amelia B. Edwards.

C. J. Price, 1004 Walnut St., Phila., Pa.

Coleridge's Poet. and Dram. Works, 3 vols., 12mo, cl., Pickering's Aldine ed.

Keats' Poems, 12mo, cl., 1 vol., Moxon's ed.

Shelley's Poet. Works, 4 vols., 12mo, cl., Moxon's ed.

Bourrienne's Napoleon, 3 vols., demy 8vo, cl., Bentley's last ed.

C. J. Price.—Continued.

Constant's Memoirs of Napoleon, etc., 4 vols., demy 8vo, cl., English ed.

Malory, La Mort d'Arthur, illus. by Beardsley, 4to. London.

Public Library, Brookline, Mass.

Janet, Paul, Materialism of the Present Day, trans. by G. Masson. L., 1867.

Public Library, Cincinnati, O.

Fosdick, W. W., Malmiztec the Toltec.

Public Library, San Francisco, Cal.

Johnston, Gen. J. E., Narrative of Military Operations.

Bryant and Gay, Scribner's Popular History of the United States, 5 vols. 1896.

G. P. Putnam's Sons, 27 W. 23d St., N. Y.

Menier, Adventures Great Hunting Grounds.

Campbell, Old Forest Rangers.

Pierce, Trails of Inventors.

Pinchot, Adirondack Spruce.

Cleveland, Growth of Democracy in N. S.

Prentiss, Fred, Maria and Me.

Henderson, Stonewall Jackson, 2 vols., 8vo.

Pierce, Treatise on Infinitesimal Calculus.

Hittell, Short History of Culture.

Private Life Queen Victoria.

Vincent, Animal World.

Clodd, Childhood of Religion.

Stanley, Backwoodsman.

Kidd, Control of Tropics.

N. Y. State Ornithology, 2 vols.

Cooper, Townsend ed., separate vols.

Iris, Lajla.

Ellwanger, Pleasures of the Table.

Coopers of Long Island Genealogy.

Ball, Merrimack River, etc.

Raymer's Old Book Store, 5 N. Division St.,

Grand Rapids, Mich. [Cash.]

Catholic Who's Who for 1908.

The Fool and His Heart, F. Norreys Connell.

Walter Pater's First Editions.

Tares, Rosamond Watson, 1st ed.

H. M. Reynolds, 220 S. Broadway, Los Angeles, Cal.

Mashallah, Chas. Warren Stoddard.

Maude Adams, Acton Davies. Stokes & Co.

Salamambo, Flaubert.

Ragnarok, Donnelly.

Things Seen in Egypt.

Rohde & Haskins Co., 16 Cortlandt St., N. Y.

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Pernicious Pork. Broadway Pub.

The Yemassee, Simms.

J. Francis Ruggles, Bronson, Mich.

Hist. of the Ocean for 3000 Years. Black Pub. Co.

Alaric, by Sylvanus Cobb, Jr. R. Bonner's Sons.

A. J. Davis' Tale of a Physician.

Any works of Isaac Pitman, 1837-'53.

Grace Darling.

St. Paul Book and Stationery Co., St. Paul, Minn.

Century Book of Names.

Simms, Melichampe.

Simms, The Scout.

Simms, Katherine Walton.

Simms, The Forayers.

Simms, The Eutaws.

Simms, The Partisan.

Vivian, Servia.

Blummer, Home Life Anct. Greek.

Fraser, Real Siberia.

Erkman, Mme. Therese.

Clemens, An American Colonel.

J. H. Saumenig & Co., 229 Park Ave., Baltimore, Md.

Memoirs Anna Jamieson, by Geraldine McPherson,

any new or good second-hand ed. Roberts.

Theo. E. Schulte, 132 E. 23d St., N. Y.

Historians' History, Great Events by Famous His-

trians. Pub. by National Alumni Association.

Charles, The Assumption of Moses.

Charles, Critical History of the Doctrine of Future

Life.

Charles, The Book of Enoch.

Charles, Ethiopic Version of the Hebrew Book of

Jubilees.

Villon, Francois, Le Petit Testament, Fr. or Eng.

Bettell, Arms and Armor of Antiquity.

Butcher, The Eccles. Calendar.

Burnaby, Elem. of the Jewish and Muham. Cal-

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Bliss, Ency. of Social Reform.
 Anything on rapiers and swords in Eng. or Fr.
 Miyakawa, Powers of the Amer. People, 1st ed.
 Brown, Sci. and Art of Phrase Making.
 Barnes, Treatise on Fysshynge, wyth an angle.
 Adler, Elbow Room.
 Bond, Window Dressing.
 De Mille, Dodge Club.
 Ferrero, Rome, 4 vols.
John E. Scoopes, 53 Maiden Lane, Albany, N. Y.
 God Child of Washington.
 Hewatt's So. Carolina and Georgia. 1779.
 Reynolds' Williamsburg. 1852.
 Terry's Voyage. 1777.
 Parker's Exploring Four Rocky Mountains.

Sorantom, Wetmore & Co., Rochester, N. Y.

Darwin's Works.
 Stone's Life and Times Sir Wm. Johnson, 2 vols.
 Romanes' Mental Evolution in Animals.
 Deems-Cary's Hymns for All Christians.
 Ouida's Granville de Vigne.
 Adv. in Pekin, Mershon.

I. D. Seabrook, Box 589, Charleston, S. C.

Moultrie's Memoirs, vol. 1.
 Drayton's Memoirs, vol. 1.
 Pleiocene Fossils of S. C., odd nos. Tuomey & Holmes, 1855.
 Carolina in Olden Time, by Mrs. Poyas.
 Our Forefathers, by Mrs. Poyas.
 Holbrook's Ichthyology of S. C.

Reeve A. Silk, 1 Madison Ave., N. Y.

[Cash.]

Flint, Early Long Island. Putnam, 1896.

A. J. Slatter, 5 Broadhinton Road, London, S. W., Eng.

Brinton, D. G., Religious Sentiment.
 Dorman, R. M., Origin of Primitive Superstitions Among Aborigines.
 Hume, David, Philosophical Works, 4 vols. Boston, 1854. Volume containing "The Natural History of Religion" required; or set.

P. A. Smith, Lock Box 515, Fishkill-on-Hudson, N. Y.

Bryant, Lib. Poetry and Song.
 Florida for Tourists, Barbour.
 La Tour de Nelse, Margaret of Burgundy.

Smith & Butterfield, 310 Main St., Evansville, Ind.

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Smith & Lamar, Agts., Dallas, Tex.

Republic of the Republics, by Cen.

Smith & Lamar, Agts., Nashville, Tenn.

Ransey's Annals of Tennessee.

Smith & McCanoe, 34 Bromfield St., Boston, Mass.

Psalms and Hymns. Van Winkle, N. Y., 1820-'23.
 Psalms and Hymns. Felt, N. Y., 1827.
 Sunday School Liturgy. Utica, 1859.
 Services and Hymns. Miller, N. Y., 1862.
 Science and Health. 1875, '78, '81, '82.

A. H. Smythe, 43 S. High St., Columbus. O.

Aunt Hannah's Quilting Party, an old play.
 Evolution of the Aryan.

P. Stammer, 123 East 23d St., N. Y.

Literature and Curiosities of Dreams, by Seafeld, vol. 1.

History of Wisconsin, W. R. Smith, vol. 2.

G. E. Stechert & Co., 129 W. 20th St., N. Y.

Dietor, Congregationalism of Last 300 Years.
 Du Bose, Life and Times of Yancey.
 Field, Indian Bibliography. Scr.
 Gallatin, Peace With Mexico.
 Hawks and P., Practical Epis. Ch. U. S.
 Hayden, Biograph. Sketch Hon. O. Pollock.
 Houck, History of Missouri.
 May, Journeys to Ohio Country.
 Meade, Old Churches, etc., of Va.
 N. H. Provincial and State Papers.
 N. Y. Histor. Soc'y Minutes, 1675-1776, 8 vols.
 Perry, Am. Colonial Church, 5 vols.
 Smith, Ma-ka-tai-mi-she-kia-kiah.
 Weed, Life and Autobiography, 2 vols. Houghton.
 Whitman, Personal Reminiscences Bismarck.
 Am. Histor. Ass'n Report, 1890.

G. E. Stechert & Co.—Continued.

Felker, Toyon. Whitaker & R.
 Knopf, Pulmonary Tuberculosis. Blak.
 Merwin, Whip Hand. Doubleday.
 Baas, Outlines of History of Medicine.
 JI. Am. Chem. Soc'y, vols. 3 to 6.
 Psycholog. Review and Monographs, sets and vols.
 Torrey, Botan. Club Memoirs, vol. 9.
 Rodkinson Babylonian Talmud, 10 vols.
 Petronius, Trimalchio's Dinner. Dodd, M.

E. Steiger & Co., 25 Park Place, N. Y. [Cash.]

Life and Times of General Philip Schuyler.
 Jackson, Outlines of the Liter. History of Colonial Pennsylvania.
 Schaff, Church and State in the United States.
 Library of the World's Best Literature, 46 vols.

Henry Stevens, Son & Stiles, 39 Gt. Russell St., London, Eng.

Johnson, Ocean and Inland Water Transportation.
 Mayo-Smith, Statistics of Sociology.
 Russell Smith, Organization of Ocean Commerce.
 Reinich, Colonial Administration.
 Reinich, Colonization.

W. K. Stewart, Indianapolis, Ind.

Tarbell and Davis, Early Life of Abraham Lincoln. McClure, 1906.
 Wilkinson's Manners and Customs of the Ancient Egyptians.
 Maspero, Dawn of Civilization.
 Back nos. of *Art Workers' Quarterly* since 1900.

Stone's Book Store, 136 4th Ave., N. Y.

The Pocket Magazine of Classic and Polite Literature, vols. 4, 5, 6, 7, 8. Pub. by Knight & Lacey, London.
 Town's Third Reader.

W. F. Stowe, 167 Clinton Ave., Kingston, N. Y.

Anthology of New Netherland, etc., by Henry C. Murphy. N. Y., 1865.
 American Ancestry, any vols. except vol. 3.

Toronto Antiquarian Book Co., 5 Jordan St., Toronto, Canada. [Cash.]

Pickering's Aldine Poets: Goldsmith, Churchill, Falconer, Wyatt, Pope and Milton.
 Strange's Japanese Illustration.
 Books on New Brunswick, Canada.
 Becker's Nightless City.
 Hazlitt's Select British Poets.
 Lydekker's Natural History, vols. 4 and 7.
 Ridpath's History, including Great Races, 8 vols.
 Beaumont and Fletcher's Works, vol. 5, 1750 ed.

Toronto Public Library, Toronto, Ont., Canada.

Bulletin of the American Library Association, vol. 1, no. 2.

C. L. Traver, Trenton, N. J. [Cash.]

Awakening of Mary Fenwick.
 Harcourt, Harbors and Docks.
 Gen. Wilkinson Memoirs, vol. 1.
 Pillar of Light.

C. W. Treat, Nashville, Tenn.

Guild, Old Times in Tennessee.
 Carr, Old Times in Middle Tennessee.
 Old Times in West Tennessee.
 Brown's Western Gazetteer.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Flashlights in the Jungle, Schilling, Doubleday ed.
 Unfortunate Traveller (Jack Wilton), Nash.
 Life of Samuel Adams, Am. Statesman Series, Standard Library ed., green cl.
 Old Boston's Town House, by Josiah H. Benton.

Union College Library, Schenectady, N. Y.

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 Dillon, Commentaries on the Law of Municipal Corporations. Little, Brown.
 Hobhouse, Democracy and Reaction. Putnam.
 Holt, Life Stories of Undistinguished Americans. Pott.
 Mackenzie, Introd. to Social Philosophy. Macm.
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Cook's Through the First Antarctic Night.

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Human Intercourse, Hammerston. Little, Brown & Co.

M. A. Vinson, 205 Caxton Bldg., Cleveland, O.
Gregg's Pen and Ink Rendering.

Edwin C. Walker, 244 W. 143d St., N. Y.
Bölsche, The Triumph of Life.
Cresby, Garrison, the Non-Resistant.
Tolstoy, Bethink Yourself.
The Poet and Prophet, Edward Carpenter.

John Wanamaker, New York.

Life of Jesus, by D. F. Strauss.
Old Lamps for New, by Dickens. Pub. by New Amsterdam.

John Wanamaker, Philadelphia.

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Extracts From the Diary of Mary Wollstonecraft Shelly.

Montgomery Ward & Co., Chicago, Ill.

Jackdaw of Rheims, by Barnham.

Ed. L. Wenrick, 123 W. 62d St., N. Y.

Anything on Horse Racing, Trotting or Running;
also prints of the same.
American Turf Registers.
Goodwin's or Kirk's Turf Guides.
Old vols. of *Wilke's Spirit of the Times*.

Edgar A. Werner, 35 Chestnut St., Albany, N. Y.
Orpheus C. Kerr Papers, Series 1 and 3.
N. Y. State Agricultural Society, 1856, '64, '66, '60, '70.

De Gasparin, Uprising of a Great People.
Wright, Mass. Insurance Reports, 1859-'65, 1 vol.
Mass. Life Insurance Reports for 1870 and '71.

William Wesley & Son, 28 Essex St., Strand,
London, Eng.
Chanute, Flying Machines. 1894.

Western Book Co., 419 E. Water St., Milwaukee,
Wis.

Dickens' Works.

Thomas Whittaker, 2 Bible House, N. Y.

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The Church in America, by Bishop Coleman, 12mo,
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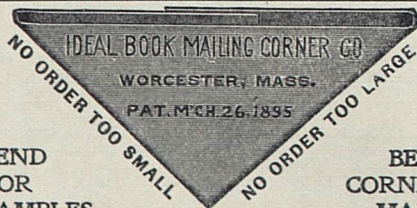
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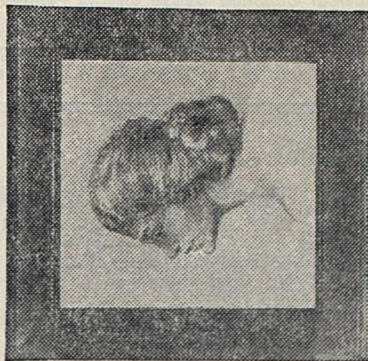
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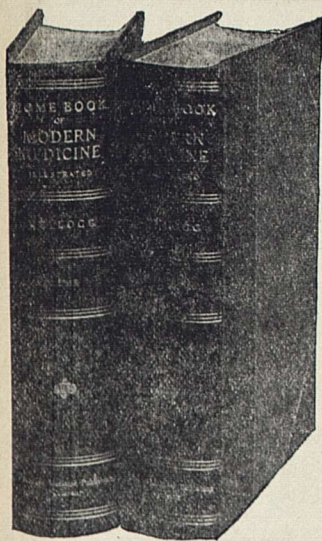
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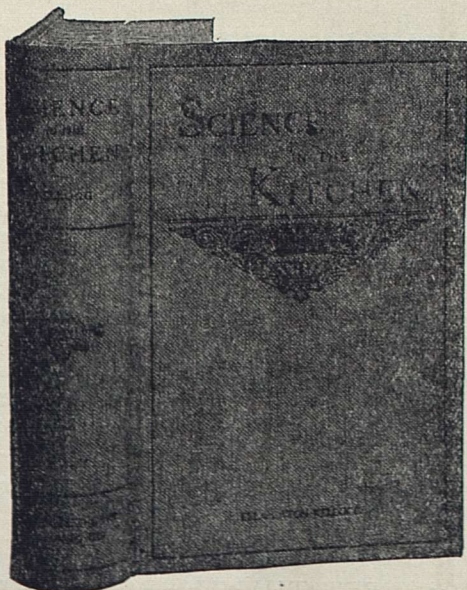
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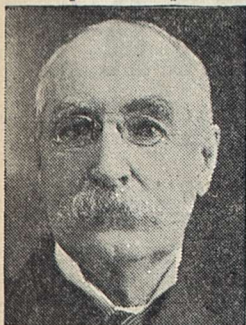
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